THE MAGAZINE OF THE

Meat Packing and Allied Industries AUGUST 5, 1939

She didn't have time to reply. She was picked up bodily and carried away amid cries of protest. A wholesome, pleasantfaced, middle-aged woman appeared at

"The child will catch cold, Mr. Sher-Sorry, Brownie."

"Don't you think," she asked, "that

FOR YOU . . . another of a series of National

Consumer Advertisements promoting an appreciation of quality of prepared meat products.

TELLING HOUSEWIVES OF AMERICA

THE ADVANTAGES

OF YOUR SMOKED MEAT PRODUCTS

... "VISKING" PACKED!

Eye appeal and taste appeal are the two big factors in food sales. And "VISKING" encased smoked meats give the consumer both.

So feature your smoked meats in "VISKING"

Casings. Tie in with this national advertising

for increased sales and profits! Now's the

time to order "VISKING" Casing designs for Boneless Smoked Ham, Bone-in Smoked

Ham, Boneless Picnics, Bone-in Picnics,

Butts, Canadian Bacon, Pork Shoulders

THE VISKING CORPORATION

6733 West 65th Street . Chicago, Illinois

LADIES HOME JOURNAL to know you, old boy. Gramy was study-ing the menu at her table with a precision worthy of her spirit. He stopped a mo-

"How's my public tonight?" he asked. Granny looked up at him through her lorgnette. "Your public is in the pink," she said, "But there's trouble at home." Don't you think," she asked, "that you should come in and change those Pd miss you."
"Would you, boy?" she asked. "It's "Would you, boy?" she asked. "It's Don't let it get you down, Granny.

time since anyone said any-

she said. "The torch?" e, she said. The toren?

d happily, "No," he said.

uoducer here who wants to
Will you hostess for me?"

the said, "you do make me I'm of some use in the eans a lot to a lonely old o me! Shall I smile my shall I sniff?"

to a waiter. "Ask Mr. over," he said. "And you, ke you've never miffed

short and rotund, with s both insulting and in-Scotty," he said. "
is almost up here,"
said Scotty. "Mrs. nt Mr. Morris? Pull I haven't much time

"Madame," and

Howjedo," and sniffed

said Mr. Morris intil Monday night business. I'm going hance. How'd you itanny, "Do you ter would consider

im through the black eigar. "I

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aid Mr. Morris. you always fool some chorus

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BRA October 1939 ike the shell the walnut ...

VISKING" CASINGS HOLD CAPTIVE THE SWEET, TASTY FLAVOR OF THESE SMOKED MEATS

That's why dealers are featuring "VISKING" encased BONELESS HAM BONE-IN HAM COTTAGE ROLLS PICNICS, HAM BUTTS and CANADIAN BACON



SEALED-that's why the flavor of these smoked meats in the "VISKING" casings is riche fuller, far more savory! A there's a new taste treat in sto for you if you cook these smoked meats in the "VISKING" casing. You retain every bit of Lie zestful flavor, the rich juices -all the nourishing goodness!



bit as protective as the shell of the little walnut. Protected every step of the way from the packing house kitchens to your table. And you get the brand you want. You can see year packer's name at a glance reasons why we say - Try it Today-For Greater Satisfaction!

The "Visking" casing is every printed on the transparent casing. Just one of the many



and Cottage Rolls.

ong all day. an had





nd hair was high brow Here come thing about of his eyes. ht try to dis-

d been made, She looks mad," said the first violin.
That's the kind of stuff the t

THAT NEW
BUFFALO
SILENT
CUTTER



solved our OVERTIME PROBLEM!



John & Janseny's
Surfalo, key York.

Buffalo, key York.

The \$70 Salf Emptying Silent Cutter installed by you.

The \$70 Salf Emptying Silent Cutter installed these
in our plant shout six months ago has Erently increased remained in our plant shout six months ago has been to care the productivity and faster cutting time of lower tends of the productivity and faster cutting time of lower selection of the selectio

Bys Lexicor Sale Sank Programme

The larger capacity of the New Buffalo Self-Emptying Silent Cutter means important savings by eliminating costly overtime. The New Buffalos are high speed machines, designed to meet the most exacting production schedules. The automatic, air operated Buffalo Emptying Device is an important time-saving feature in itself. At the turn of a lever it empties the bowl in a matter of seconds — and it's completely safe and sanitary.

Let a Buffalo representative show you the exclusive features of the New Buffalo. And let him tell you how it has reduced operating cost for many of the country's largest Sausage Makers.

We think you will agree that the New Buffalo is, in every respect, the finest production machine in the Sausage Industry. And we think that when you discover how easily you can install one to replace slow operating, obsolete equipment, you will agree that a New Buffalo is a good investment to make right in YOUR OWN sausage kitchen.

Read what The Consolidated Beef and Provision Company say about their new model 70B Buffalo Self-Emptying Silent Cutter.

JOHN E. SMITH'S SONS CO.
50 Broadway, Buffalo, N. Y. CHICAGO BROOKLYN
LOS ANGELES

New BUFFALO Self-Emptying Silent Cutters





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* To build good-will, to help sell your ENTIRE LINE of sausage and smoked meats, utilize the BACK of the "TEE-PAK" casing.... Use this space for institutional advertising — for a guarantee of quality — for recipes and menus. Thousands and thousands of sales impressions to dealers and consumers each month.... This is just one of the many PLUS values of "TEE-PAK" casings.

"TEE-PAK" casings are licensed under Patent No. 1959978 and other patents.

TRANSPARENT PACKAGE COMPANY

1019 West 35th Street

Transparent Package Co. of Canada, Ltd. 203 Terminal Building, Toronto, Ontario, Canada

Watson Bros. 516 Gallowgate, Glasgow, Scotland Chicago, Illinois, U.S.A.

Harvey Little & Company, Pty., Ltd. George Street, Union House, Sydney, Australia Lockyers (Sapitaw) Ltd. 10-12 Pall Mall, Liverpool 3, England

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MEMBER



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Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallows and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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Facts to Use in Promoting Lard
Six Markets' Stocks Down
PACKER CAN MAKE STEAM-POWER SURVEY
Preliminary Study May Reveal Savings
MERCHANDISING MEAT
Bohack Ham Promotion Wins Public
Arnold Bros. Packages Stir Buyers
REFRIGERATION LESSON NO. 32
Heat Transfer in Compound Walls

HELP FOR THE PACKER SALESMAN How to Solve Small Order Problem . .

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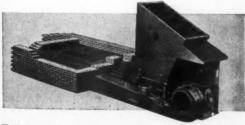
Here Iron Fireman replaced another make of stoker -and cut fuel costs 30%

Laclede Packing Co. proves superiority of Iron Fireman Firing

NLY Iron Fireman stokers can deliver Iron Fireman results. The Laclede Packing Co. has learned this fact from experience. In 1929, Laclede installed an Iron Fireman in a 125 h.p. boiler, replacing an ordinary stoker which had been unable to carry the steam load and had created a smoke nuisance. President Adolf G. Ackermann reports that Iron Fireman firing cut fuel costs 30%—carried the steam load without difficulty-and eliminated the smoke nuisance.

The following year, Laclede replaced a second stoker with another Iron Fireman. Since the Iron Fireman stokers were installed, the steam load has been substantially increased ... yet Iron Fireman firing takes all peak loads in its stride.

President Ackermann, who has purchased three more Iron Fireman stokers for installation in other buildings, says his experience with Iron Fireman "proves to me that I selected the best stoker value, as well as the company best equipped to give me satisfactory installations and service."



We firmly believe—and our users tell us—that Iron Fireman repre-sents the greatest stoker value ever offered in the power field. It is easy to understand why, as revealed by an independent survey, Iron Fireman commercial-industrial stokers in use outnumber the next leading make by more than two to one.



These two Iron Fireman stokers have operated 9 and 10 years, respectively, with "no trouble," reports President Ackermann. And some of Iron Fireman's original stokers, built in 1923, are still going strong after 16 years.



The modern plant of the Laclede Packing Company in St. Louis.

Free Engineering Survey Send coupon for an Iron Fireman Engineering Survey-to be

made at our expense, with no obligation to you. The survey report will contain full facts and figures on your potential fuel savings and betterments with Iron Fireman firing. We will work in cooperation with your engineer, fireman or consulting engineer.

Automatic Coal Stokers



IRON FIREMAN MFG. CO., Portland, Ore.; Cleveland; Toronto. Mail to 3235 W. 106th Street, Cleveland, Ohio.

☐ Make engineering survey of our steam costs. ☐ Send catalog on industrial stokers.

Address

"Boss" Cutter Pays for Itself



In the days when the "Over-the-Rhine" District in Cincinnati was known thruout the length and breadth of the land for its gay life, The H. F. Busch Co., located in the heart of this district, already enjoyed an enviable reputation for its high-class products.

Today this same quality is maintained by the third generation of the Busch family who strive to serve their trade with products worthy of the name "BUSCH."

Coincidentally, the third generation of the "BOSS" organization is active in serving such well-established plants and continue in their endeavors to furnish "BOSS" Equipment for

Best Of Satisfactory Service

- Long Life
- Greater yield
- Less power to operate
- Better finished product
- Unloader to simplify emptying

all this and more is assured the users of this Superior "BOSS" Cutter.

The H. F. Buls C.H. CO.

I Go of the state o

Since purchasing this new cutter, The Busch Co. has installed a new "BOSS" Grinder and a new "BOSS" Mixer. The "BOSS" Stuffer they installed nine years ago still continues to function satisfactorily.



The Cincinnati Butchers' Supply Company

824 Exchange Ave., U. S. Yards, Chicago, Illinois

Yards, Mfrs. "BOSS" Machines for Killing, Sausage Making, Rendering GENERAL OFFICE: 2145 Central Parkway, Cincinnati, Ohio FACTORY 972-2008 Central Ave. Cincinnati, Ohio We can show you how to make

TENDER HAMS

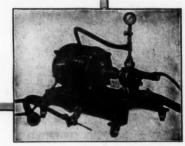
The PRESCO PROCESS for the manufacture of Tender "Ready To Eat" Hams and Callies is the result of our careful and painstaking research. Now, by using the PRESCO PROCESS with



PRESCO PICKLING SALT

and the

PRESCO PICKLE PUMP



You can benefit by our experience

We will be happy to instruct all users of PRESCO PICKLING SALT and PRESCO PICKLE PUMPS in the employment of the PRESCO PROCESS.

THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N. Y.



PRESCO PRODUCTS

FOR THE SCIENTIFIC PROCESSING OF MEAT AND MEAT PRODUCTS



She's a housewife . . . one of millions who are self-made experts on sausage flavor. And she's the one you have to sell!

● That's one of the reasons we say that Armour's Natural Casings will do a better job for you... their porous texture permits the great smoke penetration that means a finer, tastier sausage—bigger sales—every time. After all, it's the smoking process that gives so many sausages their distinctive, tangy flavor... has made them a favorite American dish. And natural casings insure your product that full-smoked goodness.

There are other reasons, too, why Armour's

Natural Casings are your logical choice. Being flexible, they cling tightly to the sausages, giving them a fresh, well-filled appearance at all times. They have the natural ability to keep your sausages juicy and appetizing. And the strict Armour standarce of grading and processing are your guarantee of highest quality.

Give your next order to your local Armour Branch House. It's a sound step in the right direction—toward better sausage and bigger sales.

ARMOUR'S NATURAL CASINGS

ARMOUR and COMPANY . CHICAGO

THE NATIONAL PROVISIONER The Magazine of the Meat

AUGUST 5, 1939

Packing and Allied Industries

LARD ON SURPLUS FOOD LIST

Plan Distribution to Recipients of Relief

ARD will be placed on the list of surplus commodities and will be distributed to persons on relief through the stamp plan, according to a statement by Secretary of Agriculture Wallace.

This action has been taken both to meet the current lard situation, in which a volume of production considerably above the level of recent years is moving into consumption at a very low price, and to forestall the development of an even more acute crisis during 1940, when U.S. production may reach 2,-350,000,000 lbs. If exports should total 350,000,000 lbs. in 1940 (exports are expected to amount to 280,-000,000 lbs. in 1939) about 2,000,000,000 lbs. would

be available for domestic distribution, or more than in any previous vear.

With lard moving freely to persons on relief, and perhaps to employed low-income groups, it is hoped that the increase in consumption will offset the rise in production and that lard prices will be strengthended by the extra demand.

Under present tentative plans, lard, and perhaps pork cuts, would be distributed in the following way:

By the blue stamp purchases of persons on relief from their food retailers. Although the Department of Agriculture is trying several versions of its stamp plan in Rochester, N. Y., Dayton, O., Seattle, Wash., Birmingham, Ala., and Des Moines, Ia., it is essentially a scheme by which relief clients are given free additional purchasing power with which they can buy only the commodities listed by the Department of Agriculture as surplus.

How Stamp Plan Works

Under one form of the stamp plan, the relief recipient buys orange stamps to the extent of his usual food purchases (these are exchangeable at the retail store for anything except liquor or tobacco) and with each \$1.00 in orange stamps he receives free 50c in blue stamps. At present, these can be used only in buying butter, rice, corn meal, cabbage, eggs, prunes, peaches, tomatoes, green peas, onions, dry beans, wheat and graham flour and fresh pears.

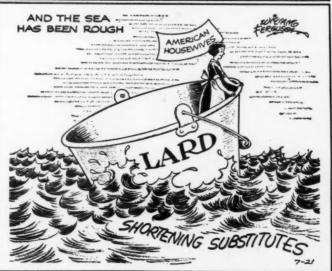
> The dealer cashes the stamps at his bank without discount. He buys the commodities designated as surplus in the regular manner from his supplier.

There will be no open market purchases of lard by the FSCC at the present time. Some other surplus commodities have been given such market support by the FSCC.

The action of the Department of Agriculture followed the formation of a "help lard" com-

(Continued on page 43.)





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Gives Clue to Power Plant Savings

ANY packers who will expend much effort and considerable money to effect small savings in processing and operating departments are ignoring their power plants, where, in many instances, unbelievably large savings can be made.

This apparent inconsistency is probably due largely to training. Most officials responsible for results in the packinghouse have reached their present positions by way of the plant. They are familiar with details of processing and can grasp readily and appreciate thoroughly any suggested improvement in methods which will cut costs, save time or improve product quality. On the other hand, their knowledge of the theory and practice of steam and power generation often is limited and superficial, and situations and possibilities which are immediately apparent to the technically-trained man fail to impress

Packer Interest Lacking

The greatest problem of those who have been endeavoring to induce packers to take advantage of possibilities for making large savings in their power plants has been to interest them to the point where they will investigate opportunities for such savings. Once a packer is convinced that his power plant situation differs in few respects from that prevailing generally in the industry, he becomes disposed to "do something" about the losses. On the other hand, he can rarely be induced to give attention to power house matters until he is thoroughly familiar with them.

What is difficult to understand, in view of the mass of evidence on power plant savings possibilities which has been presented to the industry during the past six years, and accounts of savings through power plant modernization which have been published in THE NATIONAL PROVISIONER, is the disinclination of so many packers to determine

the exact condition existing in their plants or to learn whether or not the saving possibilities would justify any efforts toward improvement in methods and equipment.

This packer attitude might be justified if a preliminary survey of the power plant situation involved considerable investment and risk. Such is not the case, however. Any packer who keeps only such power plant records as good business practice dictates, has in his employ men who can make a rough approximation of the savings possibilities in his plant by a few simple calculations. Whether or not the results indicated by such a preliminary survey are sufficiently attractive to justify further investigation, he will at least have facts about his business which will be helpful, and perhaps valuable, as a basis

for decisions on power plant operation and improvement.

The method of making a preliminary survey of saving possibilities in the packinghouse power plant was described in a previous issue of The National Provisioner. The description is repeated here, using a practical example, in the hope that it will encourage a great many packers to apply it.

All the information listed in the box on this page should be available. Amount of coal burned, quantity of electricity purchased and labor and repair costs can be taken from the books. A pound of water makes a pound of steam. Therefore, the number of pounds of water pumped into the boiler is a fairly accurate index of the pounds of steam produced. B.t.u. value of the coal burned should be known. If it is not, it can be secured from the mine or dealer supplying the fuel. Power demand can be determined from the recording kilowatthour charts.

The data used in the following example was taken from the records of a packer who slaughtered 35,600 cattle and 498,500 hogs during the 12-month survey period.

How Packer Can Make Preliminary Steam and Power Survey

NY packer can get an idea of the savings possibilities in power plant modernization by making a preliminary survey in his own plant. His staff can give him a rough estimate of potential savings when furnished with the following information covering a 12-month period:

1.—Amount of coal burned and its total cost.

2.—Money spent for boiler room labor.

Cost of boiler room repairs.
 Quantity of electricity purchased and its total cost.

5.—Total quantity of steam produced.

6.—Average heat value (B.t.u.) of coal as received.

7.-Maximum power demand.

Equipment and Costs

Steam for operation of one air compressor, one refrigerating machine, two boiler feed pumps, one water circulating pump and three brine pumps, as well as all steam required for processing and for water and house heating, is produced at 150 lbs. gauge pressure in three 200-h.p. rated capacity, return tubular boilers, equipped with chain grate, natural-draft stokers.

Coal from hoppers beneath the railroad tracks in front of boiler room is shoveled by hand into stoker hoppers. Ashes are raked out and wheeled to the ash pit.

Boilers and auxiliaries are in good condition and are well operated. They were installed in 1919. The packer purchased all electrical energy for lighting, elevator service, equipment operation and general use.

During a normal 12-month period, the cost of steam and power was as follows:

Coal-22,900 tons @ \$2.25 per ton		\$51,525.00
Boiler room labor		9,674.60
Boiler room repairs		5,274.22
Electricity-5,420,000 Kw.h. @ \$.009	35	51,490.00
Total		\$117.963.82

Modernization Suggestions

The boiler room produced 272,650,000 lbs. of steam during the year. It was estimated that 126,300,000 lbs. of this total was used for processing and 70,-275,000 lbs. was required for operation of ice machine, pumps, etc. The coal had an average heat value of 10,250 B.t.u. per lb.

The following suggestions for power plant modernization in this packinghouse are largely arbitrary, but are made with consideration of equipment capacities to meet steam and power needs. Whether or not this equipment would be the most efficient and satisfactory for actual installation could be determined only after more careful examination of the problem. The set-up as suggested, however, does serve to determine in a preliminary way whether sufficient savings are indicated to justify more complete and detailed investigation by a competent consulting engineer.

Generating Equipment

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The following new equipment is proposed: Two 600-h.p. normal capacity, completely water-cooled boilers of guaranteed efficiency of not less than 82 per cent at from 100 to 300 per cent of rating, with either forced-draft, chain grate or other suitable type of stoker. These boilers are to be equipped with automatic combustion control, air preheaters and superheaters.

Coal is to be handled by automaticallycontrolled bucket elevators from the coal hopper under the tracks to elevated coal bunkers. From the bunkers it will flow by gravity through a scale to the stoker hoppers. An ash handling system should be included in proposed new equipment. Boilers are to be constructed for operation at 450 lbs. gauge pressure and to furnish under normal rating 25,000 lbs. of steam with 150 degs. superheat. All condensate, as far as practical, is to be returned to boilers.

Two turbo-generators shall be installed with capacities of 500 and 1,000 kw. respectively. Under full load they shall bleed 10 per cent of the steam at 150 lbs., 20 per cent at 80 lbs. and exhaust 70 per cent at 10 lbs. pressure. They are to have a water rate not to exceed 32 lbs. when operating on steam at 400 lbs. pressure, 150 degs. F. superheat.

Steam and Power Savings

Assuming this equipment was installed, the following results might reasonably be expected:

STEAM REQUIREMENTS

Total steam required for processing and heating	bs. per year 3,300,000
operation 70	,275,000
Total steam required196	3,575,000
POWER USE 196,575,000	Kw.h.
Power available = - =	3,143,000
Power required	5,420,000
Excess	723,000

Coal requirements of new boilers operating at 82 per cent efficiency on 10,250 B.t.u. coal with 450-lb., 150-deg. superheat steam:

Evaporation = $\frac{10,250 \text{ B.t.u.} \times 82 \text{ per cent}}{1,308 \text{ B.t.u. steam}} = \frac{6.4 \text{ lbs. of steam per lb. coal.}}{6.4 \text{ required}} = \frac{196,575,000 \text{ lbs. steam}}{6.4 \times 2,000} = \frac{15.360 \text{ tons.}}{6.4 \times 2,000}$

Summary of Costs

Costs of providing steam and power under the new set-up would be:

\$34,500.00				0		۰	۰	n	0	9	r	е	P)	ä		ķ,	4	ц	Œ		B	n	LO	13	U	ы	58	0,0	-10	1	O£	U	
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Items of labor and repairs have been estimated but are believed to be reasonable under the circumstances. If this so, then this packer apparently has an opportunity to make large savings by modernizing his boiler room and installing equipment to generate power as a by-product of his processing steam demand.

If the figures are sufficiently interesting to justify further consideration of power plant modernization, this packer's next step* should be to check them with a detailed survey by a capable consulting engineer. Whether or not this last action is considered advisable, the preliminary survey, made without expense, gives the packer information he should have about an important department of his business.

Large Expenditure Unnecessary

It seems to be a general belief that modernization to generate power as a by-product of processing steam demand involves large expenditure for high-pressure boilers and extraction type turbines. While such equipment is most frequently required to make the greatest saving, it is by no means essential to secure worthwhile returns on a modernization investment. Engine-generator sets operated with installed boilers will frequently make comparatively large savings.

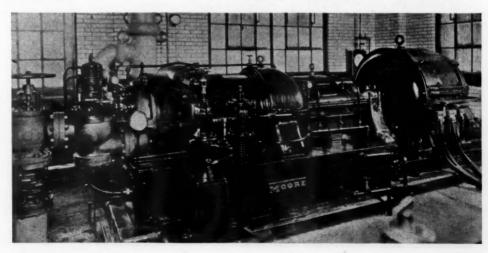
Nor is it necessary to complete a power plant modernization program in one step. With a general plan of procedure worked out, improvements can be made piecemeal and as conditions warrant. Under such a set-up, it is often possible to pay for each step in modernization out of savings.

STAMP PLAN FOR DES MOINES

Des Moines, Ia., has been designated as the fifth city to be used in testing the new FSCC stamp plan of food distribution, according to an announcement by the Department of Agriculture. Two variations in the system of issuing the necessary blue stamps to persons on relief are to be used in Des Moines.

EXTRACTION TYPE TURBINE

Typical of the power generating equipment being installed in meat packing plants to generate power as a byproduct of the processing of the steam demand.



PUBLIC WON FOR NEW HAM WITH-

Basic Quality, Attractive Package and Sampling

AVORABLE acceptance of its new "Ready to Eat Baked Ham" within three months after its introduction is cited by H. C. Bohack Co., Inc., operators of more than 500 food stores on Long Island, as evidence that the retail customer is willing to pay a little more for a food product with definitely superior qualities.

Development and marketing of the new ham entailed processing research followed by efforts to make the wrapper reflect the high quality of the product.

After experimenting with the ham for some time, the company developed what it believes to be an outstanding product. The ham is not parboiled or steam cooked, but is baked under a new process which has been termed "flavor baked." With production problems solved, the company turned its attention to that of introducing the ham to the public.

Wrapper Carefully Chosen

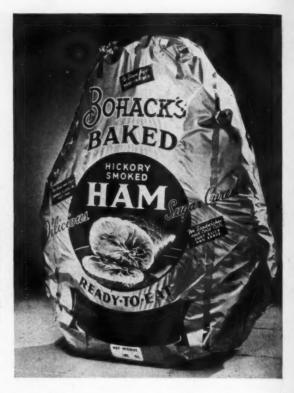
The first step was that of packaging. It was decided that since the new product was one of high quality, the packaging used must convey the definite impression of quality to the public. It was also felt necessary to make the wrapper so striking that it could not be mistaken for the conventional smoked ham.

A representative of one of the leading packaging companies was called in for consultation. The wrapper finally agreed upon is shown on this page. It is basically gold transparent cellulose, since gold was considered representative of quality. The contrasting rich blue and red colors of the wrapper give the product the visual appeal important in marketing a new item.

In order to capitalize on the attrac-

WRAP STRESSES QUALITY

Wrapper of H. C. Bohack Co., Inc., new ready-to-eat baked ham is chiefly gold transparent cellulose, reflecting high quality of the product. The ham was introduced to consumers by a vigorous sampling campaign.



tiveness of the new wrapper, the company utilized an easel sign designed to hold a wrapped ham dummy. The sign itself is very plain, in order to set off the wrapper by contrast.

Sampling was decided upon as the best type of preliminary advertising for the new ham. It was introduced to consumers through a newspaper's home guild, where it was served as the meat dish on the guild's daily menu. In this way, 4,000 different women enjoyed the new baked ham for luncheon each month. The story of the ham—that it required no cooking, could be served hot or cold, and the method of preparation for the table—was told to the women by members of the guild staff.

Repeat sales on the ham began piling up a steady demand. With the arrival of warm weather, the ham gained in popularity through its flavor and its ease of preparation. As an experiment, demonstrators were stationed in several of the company's largest stores to offer

customers a taste of the new product and distribute descriptive literature regarding it. Sales of the ham spurted in the demonstration stores, and the company has now arranged a schedule affording demonstrations in all its stores.

Sales of the new ham are now 200 to 300 per cent over three months ago, when the product was introduced, and the Bohack organization believes that the groundwork has been laid for a steady increase in volume.

BACON AND EGG POSTERS

Bacon and eggs are featured in two bright colored, illustrated posters which have just been made available to members of the Institute of American Meat Packers in quantity lots at cost. These posters, one intended for display in retail meat stores and the other for display in hotels, restaurants, and lunchrooms, call attention to attractive prices of bacon and eggs.

The posters are offered to Institute members on a combination basis at the following prices, f.o.b. Chicago: If orders total 50,000 of each, the price for one thousand of each of the two posters will be \$15; 25,000, \$21; 15,000, \$26, and 10,000, \$31.50. Members who desire quantities of only one of the posters may obtain quotations on them from the Institute's Chicago office.

INSTITUTE BACON STREAMER

Streamer is intended for display in retail meat stores. A space is provided for the insertion of dealer's price.



Packages With New All American Brand of Arnold Bros.



Are Colorful, Easily Identified and Appealing

N CONJUNCTION with a program of plant modernization, Arnold Bros., Inc., meat packers with plants in Chicago and Perry, Ia., has effected a gradual change from its traditional "Diamond A" brand to the new "All American" designation now appearing on the company's labels and packages.

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Adopted and first applied more than a year ago, the new brand identification is striking and colorful. The color scheme of white with bands of red and blue is carried throughout the line of labels and packages and its effect is heightened by an eagle with wings outspread and a discreet sprinkling of stars. Simplicity and boldness of execution characterize the new design. "Famous for flavor," the long-established Arnold slogan, is incorporated without change.

The company has taken an unhurried course in changing over from its former brand, according to Paul W. Trier, president. "For many months," Mr. Trier reports, "the work of modernizing and improving plant facilities has gone forward, and with it the gradual change to the All American brand. Packaging and labeling have had careful study as an important phase of a comprehensive program of modernization."

"All American" is a phrase which draws its inspiration from the football stars who are chosen as a mythical team each year and are believed to represent the cream of the nation's gridiron talent. Selection of the theme for its new brand enables Arnold Bros. to capitalize on the suggestion of superiority which the term "All American" implies.

One of the outstanding features of the new line of labels and packages is its high recognition value. Careful handling of the three colors that stir the heart of every American-red, white and blue-has enabled the company to produce a group of containers that are bound to arrest the eye of the retail customer.

They have that quality known as "20-ft. grab," which publishers strive to attain in periodicals designed for sale from the news stands, and which also goes a long way toward making impulse sales for meat or any other commodity. They are thus able to compete strongly with other attractively packaged meats and competing foods.

The Arnold Bros, program amounts to more than merely putting an old product in a new package, Mr. Trier states. One product, for example, is a new pure pork sausage held to strict standards of quality and packed by an exclusive method, which retains the delicate fresh pork flavor until it reaches the consumer's table. Other improvements have been made in the company's

line of products.

LABEL THEME FROM GRIDIRON Quality, leadership and patriotism are reflected in new "All American" brand as applied to containers and wrappers of Arnold Bros., Inc. Labels are in red, white and blue and have unusually high recognition value and ability to stimulate impulse sales.



The National Provisioner-August 5, 1939

Lard Facts for Advertising, Salesman and Dealer Use

ARD must be kept before the public at all times if the use of this superior product is to be increased in American homes and in commercial establishments using a fat of this type.

There are many inexpensive ways to promote lard. Brief factual statements regarding it can be included in many types of publicity and in all packer and retailer advertising. With this in mind, the Institute of American Meat Packers has prepared and distributed to its membership a collection of statements which are sound from a scientific standpoint and adaptable to all types of lard advertising.

These statements are based on scientific research on lard conducted by the Institute at the research laboratory of the Institute of American Meat Packers, founded by Thomas E. Wilson at the University of Chicago; on statements which have received the seal of acceptance of the Council on Foods of the American Medical Association, and on research work on lard by the Bureau of Home Economics of the U. S. Department of Agriculture.

The statements cover the shortening value of lard, its digestibility, food value, flavor, mixing quality or "plastic range," and its value in cake making.

Following are the Institute-approved advertising statements on lard:

Shortening Value of Lard

The shortening value of a fat is measured by the tenderness and ease of breaking or crushing of pastry prepared with the fat. Thousands of tests, made with the shortometer, the machine which scientifically tests the shortening value of fats, show that lard has the highest shortening value of any of the commercial plastic fats as measured by the breaking strength of pie crust.

Lard is best by shortometer test.

The shortometer proves lard's superiority as shortening.

Lard excels all common cooking fats in shortening value.

"Grandmother used lard to make her tender, flaky pie-crust and biscuits and her choice is still right."—U. S. Department of Agriculture.

Lard is unexcelled for pie-crust making.

"There is no better or cheaper shortening for pie-crust than lard."—U. S. Department of Agriculture. Grandma knew—and most good cooks know today that lard is the pastry shortening par excellence.—U. S. Department of Agriculture.

You haven't tasted the best in piecrust until you've tasted pie-crust made with lard. Lard excels all shortenings for making tender, flaky pastry.

Lard makes the best pie-crust.

"... Many are the foods in which we use lard for shortening—biscuits, muffins, griddle cakes, coffee cake, any of the yeast breads. Lard is a good shortening for gingerbread, too, and every kind of cake or cookie requiring fat, especially those made with brown sugar, spices, or chocolate."

"No other fat is as economical as lard for pastry."—U. S. Department of Agriculture.

Digestibility of Lard

The Council on Foods of the American Medical Association has placed its seal of approval on the following statements about lard:

"Lard is a highly digestible (97 percent) cooking fat very rich in total calories."

"Lard is a superior shortening. It stands superior as a shortening agent and its flavor makes it desirable as a general cooking fat."

"So far as lard is concerned," says the Bureau of Home Economics of the U.S. Department of Agriculture, "don't let anybody tell you that it is less digestible than other cooking fats. Lard is 97 per

USE THIS PAGE

EVERY packer reader will have a use for this page. Facts given here can be utilized in advertising lard and in pointing out its qualities to newspaper food editors. The packer will find that many of his and his wife's friends do not know these facts. The packer salesman can use this page to advantage in talking to his dealers and showing them how to advertise and

SELL MORE LARD.

cent digestible; not one of the other common cooking fats has a higher rating than 97 per cent. As a shortening, lard is one of the best and one of the most economical cooking fats on the market."

Lard is 97 per cent digestible.

Food Value of Lard

"Lard is pure fat, and when you add it to other foods, it increases their energy value."—U. S. Department of Agriculture.

Lard is a highly concentrated source of energy. It produces 9 calories per gram, more than twice as many as either carbohydrates or proteins. It is as high in energy value as any food, and higher than most.

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The human body requires certain fatty acids for growth and health. Lard is an excellent source of these essential fatty acids—superior to most other fats.

Mixing Quality of Lard

Use quick-mixing lard. It blends readily with other cake, pie, or cookie ingredients at a wide range of temperatures.

Lard is a natural shortening prepared by gentle heating of wholesome fats.

Lard is workable right from the refrigerator. It is not hard and brittle and difficult to handle.

Lard has high plasticity and may be used at a wide range of temperatures.

Lard in Cake-Making

Lard cakes, whether bakery or home cooked, compare favorably with cakes made with other shortenings. Of approximately 1,000 persons who served as a jury to test yellow cake made with lard and yellow cake made with a special cake shortening, 46 per cent expressed a preference for lard cake, 43 per cent preferred the cake made with special cake shortening, and 11 per cent could make no choice between the two.

When 500 persons tested white cake similarly made, 48 per cent preferred lard cake, 39 per cent the one made with the special cake shortening, and 13 per cent had no preference. When devil's food cakes were submitted to the jury 70 per cent chose the one made with lard, 21 per cent the one made with the special cake shortening, and 9 per cent had no preference.

A page for the PACKER SALESMAN

FIRM RULE URGED ON SMALL ORDERS

€ Uncle Fred, a packer sales manager, has seen small orders wreck many a promising sales career. He advises his nephew to analyze his orders and set up a minimum order policy to avoid losses on his route.

XII.

Dear Bill:

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In my last letter to you, I went into the problem of selling costs, which every packer salesman has to face if he wants to do a real job on his route. As you probably remember, the conclusion was that average cost per order ran about \$1.12, and that every order, regardless of size, carries the same proportionate expense.

Since a packinghouse cannot stand a distribution expense of more than 2c per lb., it is easy to see that your orders must average 56 lbs. if you are to break even on order-writing and order-filling easts.

From this point on, of course, the matter of making your own route show a profit becomes an immediate personal problem. The first thing to do is to analyze your orders and see for yourself how many of them fall below the 56-lb. classification. Many a packer salesman has received a pretty bitter shock after making such an analysis; I only hope your experience won't be the same.

It may interest you to learn what one packer discovered after checking into this matter. Figures on several routes were taken and carefully checked by the bookkeeping department. It was then discovered that 18 per cent of the company's total orders were running less than 15 lbs.! These comprised only 2 per cent of the total tonnage.

Many Orders-Little Tonnage

Another unpleasant surprise was that 14 per cent of the total orders were between 15 and 25 lbs., making up only 4 per cent of all tonnage. Thus, the survey revealed the amazing fact that one-third of the orders written made up only one-twentieth of the total tonnage!

Let's see what this means if a particular salesman is operating a 12,000-lb. territory. He spends one-third of his time and \$46.66 in order to secure 600 lbs. of business; but he spends only twice as much time and money getting the other 11,400 lbs.! When the truck goes out on his route, orders costing 8c per lb. go right along with other orders

which have a cost of only 2c per lb.

Remember that your selling costs become low or high directly in proportion to the number of orders handled. If, as in this case, you happen to be burdening your route by spending a third of your total selling expense getting a miserable one-twentieth of your volume, you are going to have a mighty difficult time offsetting this loss by the profit on the balance of your tonnage.

Are Small Orders Necessary?

Many salesmen try to explain away such a situation by arguing that competition makes it necessary to handle these small orders. But have you, for example, ever made an attempt to find out just how much business you would lose if you should insist on minimum orders of 50 lbs. from your customers? Doesn't it seem logical to assume that you can stop heavy losses at once by putting into effect on your route a policy of accepting only minimum-sized orders?

In putting such a policy into operation, it is not necessary to drive away good customers who are now buying in small quantities. On the contrary, it is up to you as a salesman to show such customers that it is actually to their advantage to order additional items from you and to give your company larger orders, in keeping with the size of the business they are doing. You are in a wholesale business, your prices are based on wholesale margins and you simply cannot afford to do business in retail quantities.

Appeal to the pride of your customer, pointing out that a merchant of his size can easily handle larger quantities of product, and explain that it has become prohibitive for your house to continue giving low prices on a piece-meal basis. It is no more difficult to persuade your customers to adopt good habits than to allow them to fall into bad ones.

Stop Unnecessary Deliveries

Elimination of wasteful, unnecessary deliveries is another way to plug up profit leaks in your territory. Many of your customers probably ask for delivery of additional items which should have been included in the original order, saying, "The truck will be coming out this way anyhow." This is a practice which should be speedily discouraged, for every delivery costs money, and must bear its share of selling and distribution costs. There is no hitch-hiking in order deliveries.

Occasionally you may run across a customer who will become unreasonable, insisting that you deliver to him in small quantities or not at all. Don't worry about it; merely hold your ground and explain how costs are figured, and how wasteful delivery practices cost him money in the end. If he is the kind of customer worth having, he will soon come around to your point of view.

Affectionately,

UNCLE FRED

EDITOR'S NOTE.—This is the final letter in a series of twelve involving common problems met by the packer salesman in his contacts with the retail meat dealer.

PERK UP AND TRY HARDER

When you're assigned a run-down route
That means a lot of work,
Or when the sun is shining hot
You feel inclined to shirk;
Don't let the hookworm get your goat
Nor even stop to sigh,
But tighten up your belt a bit—
Perk up and harder try.

When business gets into a rut
And sales are far from large,
Or when a prospect's "C.O.D."
He says it must be "Charge";
Don't stand around the store and mope
And let good trade allp by,
But put some sunshine in your face—
Perk up and harder try.

When buyers want just what you're short
And you can't make a trade,
Or when your prices are so high
You're left far in the shade;
Don't lose the WILL to do your best
But hold your head up high,
And when you make another call—
Perk up and harder try.

When competition is quite keen
And sales are mighty slow,
Or when you feel there is no chance
To make your volume grow,
Don't show you have a yellow streak
And ne'er would "do or die,"
But put some pep into your work—
Perk up and harder try!

ALONZO NEWTON BENN

CHECK CARE GIVEN MEAT

Many packer salesmen have found their selling job is not completed when they book the retailer's order. In addition to providing helpful merchandising suggestions, they have found it to their own advantage, as well as the retailer's, to investigate how product is being handled after delivery to dealer.

Packaged bacon that may have been left exposed to warm air on top of a display case makes a bad impression on the consumer, who is likely to associate unsightly product with its packer's name, although bacon was delivered in excellent condition. A similar situation may arise with sausage which has been allowed to develop mold. In order to protect himself and his company, the salesman should try to guide the dealer.

√ Check these facts:



Bacon Sales Climb with Quality!

Give your trade Quality Bacon — i.e. Bacon that is Tender, has Color, Flavor and Finish, and your trade will give you Volume in Bacon Sales!

Prague Powder Cured Bacon has Quality!

It is sweet, mild, tender, and has the same added Color, Flavor and Finish that identify PRAGUE Cured Hams in the Tender Ham field... and for the same Reason!

PRAGUE POWDER is a Pre-prepared Dry Pickle

— in powder form. It gives deep penetration, immediate color fixation, and added flavor when applied to meat as a pumping pickle or as a Safe dry curing mixture. It is the perfect Short Time Dry Cure for Bacon. "The Griffith Man" will supply further information, or write us on the production of Tender Hams, Tender Bacon, and other Quality Meat Products.

THE GRIFFITH LABORATORIES

1415-31 West 37th Street, Chicago, Illinois

Eastern Factory: 35 Eighth St., Passaic, New Jersey

Canadian Factory and Offices: I Industrial St., Leaside, Toronto 12, Ontario

West Carrollton
GENUINE VEGETABLE
Parchment

West Carrollton
GENUINE VEGETABLE
Parchment

GREASE-PROOF

INSOLUBLE

ODORLESS

FOODS IN THIS PAPER HAVE THE BEST WRAPPER PROTECTION MONEY CAN BUY, BECAUSE NO MATTER HOW WET OR GREASY THE WRAPPER MAY GET, IT COMES OFF IN ONE PIECE, THAT MEANS IT HAS NOT WEAKENED AND HAS PROTECTED THE CONTENTS FROM ALL OUTSIDE IMPURITIES.

WEST CARROLLTON PARCHMENT CO.
WEST CARROLLTON, OHIO

UP and DOWN the MEAT TRAIL

Longino Heads Louisiana Manufacturers Association

R. K. Longino, president of Longino & Collins, Inc., meat packers, canners and food distributors located at New Orleans, La., was recently elected



R. K. LONGINO

facturers Association. He will fill the unexpired term of P. A. Bloomer. Mr. Longino has been vice president of the manufacturers association for several years and has been active in its work. He is slated to be re-elected

president for the

full term at the an-

president of the

Manu-

Louisiana

nual meeting to be held during September. Mr. Longino is well known in the meat industry.

Many Packers Present at Eastern Association Meeting

Eastern Meat Packers Association recently held a meeting at the West-chester Country Club, Rye, N. Y., with Dr. R. C. Ashby, University of Illinois, as a guest. Members who attended included W. C. Codling and M. I. Sullivan, Albany Packing Co., Albany; B. C. Dick-inson, Louis Burk, Inc., Philadelphia; W. L. Medford, Chester Packing & Provision Co., Chester, Pa.; A. T. Danahy, Danahy Packing Co., Buffalo; W. E. Oliver, C. A. Durr Packing Co., Utica; J. E. Murphy, J. J. Felin & Co., Philadelphia; W. E. Reineman, Fried & Reineman Packing Co., Pittsburg; A. E. Nelson, Adolf Gobel, Inc., New York City; A. F. Goetze, A. F. Goetze, Inc., Baltimore; Hugo Slotkin, Hygrade Food Products Corp., New York City; Louis Knauss, Knauss Brothers, Poughkeepsie, N. Y.; George Scherman, Kollner's, Inc., Jamaica, N. Y.; H. Merkel, A. H. Merkel and F. H. Firor, Merkel, Inc., Jamaica, N. Y.; H. Rumsey, jr., Henry Muhs Co., Passaic, N. J.; F. M. Tobin and George Pfaltzgraf, Rochester Packing Co., Rochester, N. Y.; James Scala, Scala Packing Co., Utica; W. F. Schluderberg and E. St. J. Huberman, Wm. Schluderberg-T. J. Kurdle Co., Baltimore, Md.; L. Meyer, Stahl-Meyer, Inc., New York City; James Burt, Taylor Packing Co., Pleasantville, N. J.; F. B. Weiland, Weiland Packing Co., Phoenixville Pa.; G. A. Casey, Wilmington Provision Co., Wilmington, Del., and C. B. Heinemann, secretary of the association, whose headquarters is in Washington, D. C.

Packer Executives To Speak at Cooperation Conference Next Week

Several officials from the meat packing industry will appear at sessions of the American Institute of Cooperation, opening at the University of Chicago, on Monday, August 7. Warren W. Shoemaker, vice president of Armour and Company will discuss the present outlook for the exportation of hog products and how this will affect cooperatives.

Paul C. Smith, vice president of Swift & Company, will talk on the packer's interest in meat grading; T. P. Cauley, president, Danahy-Faxon Stores Co., Buffalo, N. Y., on the consumers' interest in grading of meat and other food products, and Sleeter Bull, associate in meats at the University of Illinois, will discuss the producer's interest in grading. G. B. Thorne of the research department of Wilson & Co., will participate in a panel discussion of "A Program for Industry Cooperation in Livestock Production and Marketing."

F. M. Simpson, agricultural research director of Swift & Company, will take part in the panel discussion of "InterGroup Cooperation." Dr. Henry C. Taylor, director of the Farm Foundation, Chicago, will head the latter round table and Charles J. Brand, executive secretary of the National Fertilizer Association, will participate in the discussion. The sessions will continue through Friday, August 11. Admission is open to all interested, without charge.

Armour Manager Matthews Honored for 40-year Service

C. E. Matthews, plant manager for Armour and Company at Sioux City, Ia., has completed 40 years of service with the company and employes designated the week ended July 29 as "C. E. Matthews week" in tribute to him. Highlights of the week's activities were a testimonial banquet at which friends and associates of Mr. Matthews were welcomed. Open house was held at the plant on July 28, with refreshments served to guests.

Mr. Matthews entered the employ of Armour and Company in 1899 as a laborer in the Kansas City plant, earning 15c an hour. In 1910, after serving in various operating departments, he was placed in charge of the canned food department. He was made manager of



BOOSTING HAM IN ITALY

These three Italian girls pose with what is reputed to be Italy's largest ham, weighing 83 lbs. It was on exhibit at the annual fair in Bologna. The city is located in central Italy on the fertile plains of the valley of the river Po, center of the country's largest hog producing area. (Photo courtesy Hamilton Wright.)

On A MERRY-GO-ROUND!

the best grad

★ Dry milk solids is the product resulting from the removal of fat and water from milk. It contains not over 1½% fat and not over 5% moisture. Doing a lot of work without getting anywhere may be fun for some people but progressive sausage manufacturers figure differently. They are definitely "going places" with improved meat products containing dry milk solids not over $1\frac{1}{2}\%$ fat.

Non-fat milk solids add to the food value and distinctly improve flavor and appearance of your products—help to put them ahead of competition. Wide-awake manufacturers are using more and more every day. The only comeback is more customers for more sausage!

It pays to use dry milk solids* and to buy only the best grade from reputable sources. There is a difference!

AMERICAN DRY MILK INSTITUTE, INC.
221 NORTH LA SALLE STREET, CHICAGO



CANS

for Added Beauty

Heekin Lithographed metal containers are outstanding for true color reproduction and beauty . . . they give your product a QUALITY atmosphere. Heekin has served packers with lithographed cans for every requirement. Let us assist you in making your present container more beautiful . . more attractive. Write for information.

THE HEEKIN CAN CO.

F. C. ROGERS CO.

NINTH AND NOBLE STREETS
PHILADELPHIA

BROKER PACKINGHOUSE

PRODUCTS

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

Wise Packers Have Switched to

Tufedge

PATENT APPLIED FOR

LOOK FOR THE BLUE STRIPE

"The Successor to Wasteful, Old-Fashioned Shrouds"
FULL-SIZE WORKING SAMPLE FREE: WRITE TODAY!

THE CLEVELAND COTTON PRODUCTS CO.

Cleveland

Ohio

the provision department in 1920 and in 1925 became manager of the Kansas City plant and in 1929 general manager. Several years later he was transferred to Sioux City as general manager. He has been active in business and civic affairs in Sioux City and has served as president of the chamber of commerce for the past year and a half.

Department heads at Sioux City were in charge of the week's tribute. George Mize, sales manager, was general chairman. J. B. Benningfield, plant superintendent, G. W. Brackenbury, office manager, and F. P. Peterson, city sales manheaded important committees which made the arrangements for the celebration.

Hollett to Head Swift Champaign Soybean Sales

Sam D. Hollett has been appointed sales manager of the Champaign, Ill., soybean mill of Swift & Company, ac-

cording to an announcement by G. J. Stewart, vice president. Mr. Hollett will direct the sale of soybean oil meal East of the Mississippi river in the territory served by the Champaign mill. He is a veteran of 24 years' service with the Swift organization.



S. D. HOLLETT

plant at Chicago. He had been a student in one of the first agricultural short courses given at Purdue University, and his study of general agriculture and animal husbandry prepared him for transfer in 1917 to the animal feed department. After several years he was called into the Chicago office to direct part of the sales work of the animal feed division. He was appointed

become a materials checker in the Swift

He left government

service in 1915 to

San Antonio Packers Ask Revision of Regulations

sales manager of that department in

1937. Mr. Hollett will take over his new

duties at Champaign on August 7.

Twelve San Antonio meat packers subject to city meat inspection have filed a petition with the city council asking for revision of a new ordinance regulating their business. This new ordinance requires packers to pay an inspection fee of 10c per head for all cattle and calves slaughtered; 5c per head for hogs, pigs, sheep and lambs; and 5c for each 100 lbs. of processed meats. The packers ask that the fee be 10c for cattle, 7c for calves, 3c for hogs, pigs, sheep and lambs; and 21/2c for each 100 lbs. of processed meat. This would provide an income of approximately \$18,-000 which the packers in this Texas city believe would cover the necessary expenses involved in inspecting their plants.

I. Barnard Becomes Consultant in Meat

Merchandising Field

I. Barnard, vice president of sales promotion for Transparent Package Co., has resigned to organize his own busi-

ness at 460 East 30th st., Chicago, under the title I. Barnard, Meat Merchandiser. Mr. Barnard has been with Tee-Pak since its inception in 1934. He organized and trained the sales force, called with them on packers from Maine to California, and among other indus-



I. BARNARD

try services pub-lished the daily newspaper, Tee-Pak News, for several years at annual packers' conventions and developed the Dinner Planner and other meat mer-

chandising campaigns.

While unwilling to stand in the way of Mr. Barnard's wider service to meat packers, Transparent Package Co. has retained his new concern as merchandising consultant. Thus he will retain relationship with the company he helped to build. He is an old-timer in the advertising field, having been vice-president of Critchfield & Co., Chicago agency, for many years.

"Before embarking on this new venture," says Mr. Barnard, "I consulted scores of meat packers. They all encouraged me to go into the business of rendering an individual and syndicated merchandising service on meats. They felt that there was real need for modern ideas, displays and promotional plans to step up consumer use of meat special-

"Packers with 1,000 customers cannot afford a full-time merchandising expert, nor is it economical to produce displays in natural colors in thousand lots. Overhead cost of art work, photos and colorplates makes it necessary to print in at least 25,000 lots. So by establishing a clearing house through which many packers can join to produce the materials they need, the work can be turned out at low cost.

Chicago News of Today

I. M. Hoagland, Armour's district manager in the Oklahoma territory, was a visitor in Chicago this week.

E. G. James of E. G. James Co., packinghouse products brokers, returned this week from a vacation of two weeks spent at Cape Cod.

F. R. Marshall of Salt Lake City and R. C. Rich, Burley, Idaho, secretary and president respectively of the National Wool Growers' Association; G. N. Winder, Craig, Colo., president, Colorado Wool Growers Association, and G.

(Continued on page 42.)

In the News 40 Years Ago

(From The National Provisioner, August 5, 1899.,

A curious fact in connection with foreign bacon and hams is that while the average price of American bacon is 21s 9d per cwt., the average price of Canadian bacon is 37s 2d, and of Danish

A credit arrangement between packers and retailers, known as the Greater New York and Jersey City credit agreement, will go into effect on Monday, August 7. There are sixty parties to this agreement, which will require weekly cash payments or cash after a week of credit. The agreement has been designed to protect good accounts and eliminate less desirable ones. "This agreement only hits the unscrupulous and those careless marketmen who have allowed themselves to drift into a state of mummied accounts."

The national convention of the Eastern Division of the National Retail Butchers' Association will meet at the Park Avenue Hotel, New York City, Aug. 7. 8 and 9.

Tremendous volume of meat shipments is shown by fact Armour and Company shipped 98 cars from Chicago last week.

In the News 25 Years Ago

(From The National Provisioner, Aug. 8, 1914.)

The European war will have multifarious effects, but aside from the general features of the situation, the one which concerns the meat trade most is the probable effect upon our industry in this country and abroad. Viewed in any aspect, it would seem that while American markets are comparatively normal at this time, the ultimate demand for our products should have a very marked effect upon our own domestic food supply situation.

With anywhere from 60,000 to 100,000 Americans in Europe at the time of the outbreak of war, it was not surprising that the meat packing and allied industries should have their representatives there. Lawrence H. Armour of Chicago was caught on the Continent and reached London in time to be of great service to stranded Americans there. He was made chairman of the hotel committee in London to look after the situation. John Aspegren, ex-president of the New York Produce Exchange, and one of the leaders of the cottonseed oil trade, also reached London from Paris at about the same time and was equally active in assisting Americans in distress. R. S. Mathewson, head sheep buyer for Swift & Company at Chicago, was also in Europe with his family. Many other representatives of the industry, who were enjoying vacations in Germany, Austria and other countries, were caught in the war net.

Patrick Cudahy is credited with having cleaned up some vacation money on July pork. The Cudahys and pork always did seem to get along very nicely together.

Do You Know What to Look for ---



TRACK IT DOWN!

Here's the way "Sausage and Meat Specialties" puts you on the trail of one of the profit stealers:

GREEN CENTER—This is a spoilage problem and may be traced to faulty conditions and methods at various points in processing. It may be due to high bacterial content in original trimmings, resulting from poor handling or careless storage; heating during grinding; undercuring; curing at wrong temperature; failure to reach an internal temperature during smoking or cooking of at least 148 degs. F. (checked by thermometer). Bacterial contamination of meat during curing, chopping and other processing or use of improper temperatures in processing rooms may be contributing causes of such spoilage.

When a Batch of Sausage Goes "Haywire"?

There's an entire chapter devoted to "Sausage Trouble-Shooting" in The National Provisioner's new book

SAUSAGE and MEAT SPECIALTIES

You don't have to guess what is wrong—this new volume tells you right where to look. Practically every dollar-stealing enemy of quality-sausage is listed and the direct route to its elimination given.

All the troublesome factors that lead to dealer complaints are covered. Just turn to Chapter XIX of "Sausage and Meat Specialties" and there you'll find the Public Enemies—Air Pockets, Sour Casings, Chill Ring, Case Hardening, Dark Stripe, Green Spots, Shriveling and other troubles that put premature gray hairs in the sausage maker's head.

Nineteen other chapters of "Sausage and Meat Specialties" highlight Plant Operations, Plant Layout, Refrigeration and Air Conditioning and Dry Sausage and presents the best of approved modern sausage practice, tested formulas for sausage and all types of specialty products.

The wide range of subjects covered in this new volume, the first of its kind, makes it an indispensable aid to every Sausage Manufacturer and Sausage Maker.

Get your order in now. One case of corrected trouble will more than repay its cost . . . \$5.00 postpaid.



PROCESSING POINTS for the trade

Bacon in Sausage

An Eastern meat packer wants to know if there is any good formula for using bacon ends in sausage or meat loaf. He writes:

Editor THE NATIONAL PROVISIONER:

Can you suggest any loaf or sausage formulas calling for bacon ends or broken alices? We have quite a lot of bacon and would like to move it

Liver and bacon sausage is perhaps the best-known product in which bacon ends or smoked belly trimmings are used. The formula for this product calls

36 lbs. hog liver

45 lbs. fresh regular pork trimmings

13 lbs. smoked belly trimmings

6 lbs. cured beef trimmings

SMOKING TRIMMINGS.—Smoked cured belly trimmings are prepared by taking about 60 lbs. of trimmings. spreading them on a large screen and placing them in smokehouse. Then smoked heavily for about 3 hours at 110 degs. F. and cooled on screen. After cooling, place trimmings in container so they will not dry out and hold in cooler until used. If bacon ends or scrap are available they can be used without smoking.

Grind liver, beef and fresh pork trimmings through coarse plate and then through fine. Place meats in silent cutter and cut as long as possible without heating. Transfer to mixer and add 13 lbs. smoked belly trimmings which have been ground through 14-in. plate. Mix all together with:

2 lbs. 2 oz. salt

5 oz. white pepper

2 oz. nutmeg

11/2 oz. ground celery seed

% oz. cardamon

3 or 4 drops oil of lemon

Many packers have found convenience in use of ready-prepared seasonings, or specially-prepared seasonings, as made by reputable firms, in manufacturing their loaf and sausage products. Such seasonings are uniform and impart balanced, full flavor.

COOKING SAUSAGE.—Stuff meat mixture in large bungs or artificial casings. Let product hang at room temperature for about an hour after stuffing, so it does not go into cook tank while extremely cold. Have water in tank at 170 degs. Temperature will drop from 5 to 10 degs. when sausage goes in, so a corresponding reduction should be made in case of spray cooking.

Cook from 1% to 2 hours, bringing internal temperature of product up to 152 to 155 degs. Cool moderately and place in cool smokehouse overnight until product is dry.

BACON-PICKLE LOAF.—Another product in which bacon ends or trimmings may be used is bacon-pickle loaf. The formula used in making this product calls for:

30 lbs. bacon ends or smoked belly trimmings

70 lbs. special lean pork trimmings

Pork and bacon are ground through 11/2 in. plate. The meats are then cooked and mixed with:

10 lbs. sweet pickles

10 lbs. pimientos

1 qt. vinegar

21/2 qts. water

2 oz. cloves

The mixture is stuffed in artificial casings and held overnight in loaf retainers to set.

SMOKED MEAT SHRINKAGE COST.

Shrinkage in smoking or cooking meats is a cost item that can-not be overlooked. This invisible cost plays an important part in a profit or loss statement.

Hanging and shipping shrink-age as well as smoking or cooking shrink must also be figured.

These shrinkage costs change whenever raw material prices

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of smoked meats. This gives the cost per cwt. of percentages of weight loss at various levels of product prices.

With this table, casual impressions as to cost differentials on smoking shrinkages may be checked with actual allowances necessary to cover this cost item. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 25c stamp. In larger quantities, please write for prices.

The National Previsioner,

Old Colony Bldg., Chicago, Ill.

Please send me reprint on Smoked Meat Shrinkage Costs.

Street

City..... State.....

Enclosed find a 25c stamp.

COARSE GRIND FIRST

A sausage maker wants to know whether or not it would be better to put trimmings directly through the fine plate of the grinder instead of first reducing their size by running them through a coarse plate. He writes:

Editor THE NATIONAL PROVISIONER:

Although it does not seem to be the practice in the industry, would it not save time and money to run trimmings directly through the fine plate of the grinder instead of through a coarse plate and then the fine one?

The trouble with such a method of grinding is that sausage maker is likely to get poor curing results and find that his meat is short and does not bind. The large pieces of meat are brought up to the plate more rapidly than the small holes can handle them. In effect, the meat is held at the plate and is heated by the friction and pressure. This destroys its binding qualities and may result in later trouble with colored rings or centers in the sausage.

It is best to put the trimmings through the coarse plate first. After the trimmings are reduced in size, the meat will flow freely through the small hole plate without squashing or heating.

WHY NITRATE-NITRITE CURES?

Both nitrate and nitrite are called for in some meat and sausage cures used by packers. An Eastern processor writes:

Editor THE NATIONAL PROVISIONER:

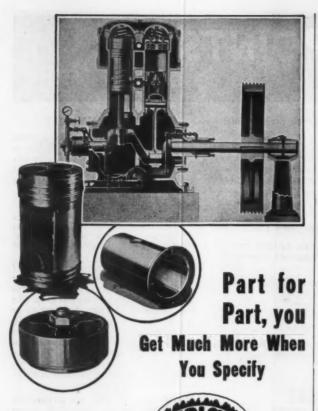
Can you tell us why both sodium nitrate and nitrite of soda are used in some of the meat and sausage cures you have suggested from time to time in THE NATIONAL PROVISIONER? Would not the nitrite take care of the color by itself?

Stability of the pigment formed in curing seems to be dependent, to some extent, on the availability of excess nitrate which can be converted into nitrite. This is one reason why mixed sodium nitrate and nitrite of soda cures are used for sausage when only the nitrite would probably suffice for the initial development of color.

Use of the nitrate with nitrite of soda is, in other words, insurance that the cured meat color will not fade out.

CROWN MEAT AND JOWLS

When your men head hogs what do they do with the crown meat or the jowls? It may save you money to read "Pork Packing," The National Provisioner's pork plant handbook. Write for information.

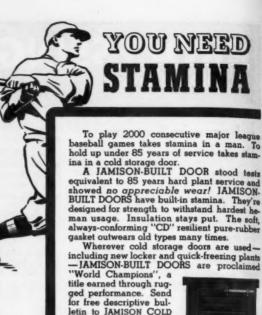




Ask any engineer who has operated Frick Refrigerating Machines why they give such long service, and why they run so smoothly. He will tell you that every part of the Frick Compressor is designed and built specifically for the service it is to perform; that 57 years of development have made these machines the most highly perfected ever placed on the market; that they are preferred because they have earned the preference.

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LESSON 32

Heat Transfer in Compound Walls

A COOLER wall is never constructed of a single material. For example, such a wall might consist of ½ in. of plaster, 4 in. of corkboard and 13 in. of brick. Heat loss by conduction in a compound wall is calculated by the formula

$$K_{i} = \frac{1}{\frac{X_{1}}{C_{i}} + \frac{X_{2}}{C_{i}} + \frac{X_{3}}{C_{4}} + \text{Etc.}}$$

X₁, X₂ and X₃ represent the thickness in inches of the various materials of which the wall is composed.

 C_1 , C_2 and C_3 are internal conductivity coefficients of these various materials.

Applying these values to the brick, corkboard and plaster wall mentioned above, we have:

$$\begin{split} K_1 &= \frac{1}{\frac{.5}{3.75} + \frac{4}{.308} + \frac{13}{3.5} + \frac{.375}{.375}} \, (\text{Mortar Thickness}) \\ K_1 &= \frac{1}{1.54 + 13 + 3.75 + 1} = \frac{1}{17.9} = .0558 \end{split}$$

In other words, .0558 B.t.u. are transmitted through each square foot of the wall per hour per degree temperature difference. The corkboard in this instance supplies 70 per cent of the insulating value of the wall and represents approximately 40 per cent of finished wall cost.

If a compound wall contains an air space, this is considered as a solid material. From tables published in previous lessons it will be found that conductivity of an internal air space is 175 B.t.u. per hour.

Value Falls with Age

In practical computations, a thin wall composed of good heat conductors is considered to have no insulating value and is neglected in calculations. Insulating value of a wall decreases with age, so that figures used in calculations should be based on average working conditions.

Conduction coefficients used here are taken from data determined by laboratory tests. However, as mentioned previously, insulating values change with time. To compensate for this condition and for unforeseen circumstances it is well to use a factor of safety—that is, to increase rate of transfer as calculated by 25 to 35 per cent.

Throughout this discussion of heat loss through insulation, reference has been made only to losses through walls. There are also losses through ceiling and floor. These losses are calculated in the same manner as heat losses through walls, taking into account type of construction, thickness of material and temperature differences.

Although it is not advisable to use rule-of-thumb methods in making insulation loss computations, estimates are sometimes made on the basis of ¼ B.t.u. loss per square foot per degree temperature difference. This is supposed to include losses by convection and radiation.

Making an Estimate

It is sometimes necessary to reduce the temperature of a cooler located above, below or adjacent to another cooler. It is advisable to check heat transmission between the two rooms by the foregoing formula in such cases, particularly when it is not planned to install additional insulation. Insulation only retards the flow of heat; it does not entirely prevent it. When two coolers adjoin and one is maintained much colder than the other, the temperature of latter may be reduced below the danger point unless heat is provided for it.

Curing vats resting on the floor over a carcass cooler or freezer will have a pickle temperature several degrees colder at the bottom than at the top. Concrete curing vats must be well protected under such circumstances, since concrete heat transfer rate is high.

Temperatures under 32 degs. F. are not advisable for ground floor coolers because the ground under such rooms will freeze eventually and the buildings very probably will be damaged when thawing occurs. The same destructive action occurs in insulation which becomes water-soaked, frozen and thawed.

The question of how to determine the temperature of the ground under a ground floor cooler is often asked. A cellar floor resting directly on the ground has about the same outside temperature as the adjacent subsurface ground water. This is 60 to 65 degs. F., depending on the locality.

EDITOR'S NOTE.—Pipe insulation will be discussed in the next lesson.

CO₂ RESEARCH GROUP PROCEEDS WITH PLANS

AT THE call of its chairman, Dr. E. H. Harvey, the general committee on carbon dioxide research of the American Institute of Refrigeration, consisting of Dr. M. E. Pennington, Dr. S. C. Prescott, George A. Horne, and the chairman, met in Boston during the second food technology conference at the Massachusetts Institute of Technology. Gardner Poole, a member of the committee, was in Europe. The committee met following a symposium on June 29 at which about 50 interested participants discussed merits of carbon dioxide as a food preservative in connection with refrigeration.

The carbon dioxide research program was explained in THE NATIONAL PROVISIONER of May 13, page 23. The following four points summarize the program:

 Development of quantitative data covering optimum conditions of preserving foods in an atmosphere of CO₂ gas in refrigerated storage, display and transit.

2.—Cooperative research by those most affected to secure maximum information in minimum time and expense.

3.—Establish fundamental information, with a view to patent protection for subscribers, leaving to the latter commercial exploitation for their specific needs.

4.—Decrease cost of carbon dioxide by developing new and continuous outlets through use of controlled gas concentrations in addition to and as a supplement to refrigeration.

Research Projects Approved

Work of the committee was discussed and official approval given projects now under way on cream preservation at Purdue University; preservation of butter at Minnesota University; and that on meat at Michigan State College.

Formation of various advisory committees will proceed as the program progresses to secure wide representation on each major food research project. Each advisory committee will furnish an outline and make recommendations pertaining to laboratory work and practical tests to be conducted, for consideration and decision of the general committee, in selection of the institution and allocation of funds.

Nucleus of three advisory committees were approved concerning meat, butter and cream, and cold storage. Additional advisory committees are under consideration for citrus fruit, fruit, vegetables, cheese, fish, poultry and eggs, and also, shippers, carriers and distributors of major perishable foods.

It was approved that all funds be in the hands of the American Institute of Refrigeration where it would be held in trust, pending selection of projects, and that there would be no transfer of such funds except on vouchers authorized by the general committee.

Financing the Program

The general committee is studying the feasibility of making second-year subscription rates in proportion to the size or volume of the business of the various subscribers, and will consider recommendations from the respective advisory committees.

Final action was not taken on the suggestion that a minimum arbitrarily be set before a project is initiated due to variations in expense from one institution to another. About \$2,500 appeared to be a fair average figure to initiate each project, with additional funds to be allocated for further research and practical tests as the need develops. The committee felt a total minimum of \$25,000 in subscriptions is necessary to assure success of the entire carbon dioxide research program.

Action on the matter of administrative expense was postponed, there being evidence that a substantial part, if not all, would be underwritten by collateral industries.

LOCKER PLANT NOTES

Construction of a cold storage plant at Craig, Col. will be undertaken by Colorado Meat Locker Co. of Grand Junction.

Joseph Patrovsky, owner of the Antioch Packing Co., Antioch, Ill., has installed a \$30,000 cold storage locker plant.

A cooperative cold storage locker system, to be owned by farmers of Dallas county, will be constructed at Salem, Ala. at a cost of \$20,000.

Contract has been signed by Jess R. Wingard for the construction of a modern cold storage locker plant at Rensselaer. Ind.

Karl Hamilton of the Hamilton-Watts Locker Service, Knoxville, Ia., has installed an additional 100 lockers at his plant.

Remodeling of a building for installation of cold storage locker plant with 350 lockers has been started by August H. Schultz, Kellogg, Ia.

F. A. Buttrey Co., Havre, Mont., will establish cold storage locker systems in every one of its food stores throughout Montana.

New cold storage locker plant with 500 lockers is being planned by W. E. Harvey, Bucyrus, O. Plant will be operated by the Bowman-Messig Bottling Works.

Twin City Milk Producers Association is considering installation of 150 cold storage lockers at Forest Lake, Minn.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, August 2, 1939, or nearest previous date:

Sales.	High.	Low.	Ole	Me
Week end	ed —Aug	. 2.—	Aug.	July 26
Amel Tenther 000	9.64	386	1%	1%
Amer. H. & L., 5,900	476	456	476	161
Do. Pfd 500	341/4	341/4	3414	3417
Armour Ill 3,600	416	4	4	4
Do. Pfd	00%	0079	0019	50
Amai. Lestuer. 200 Do. Pfd	12814	103	12814	12614
Bohack, H. C	94	94	94	814
Chick, Co. Oil. 600	11%	11%	11%	10%
Cudahy Pack	81/2	579	81/8	1114
Boback, H. C	581/2	5816	581/2	5412
Gen. Foods 8,200	47%	47%	471/2	46%
Clidden Co 2 000	1984	1814	1814	108/
Do. Pfd	3%	34	314	3%
Gr. A&P 1st Pfd. 25	129%	129%	129%	12917
Do. Pfd 3,100 Gr. A&P 1st Pfd. 25 Do. New . 175 Hormel, G. A 50 Hygrade Food. 600 Kroger G. & B. 7,400 Libby McNeill. 1,100 McKelberry Co. 1,300 M. & H. Pfd 100 Morrell & Co	25%	25%	25%	25
Kroger G. & B. 7,400	2914	28%	2914	2814
Libby McNeill. 1,100	516	5 8%	516	51/2
M. & H. Pfd 100	2%	2%	2%	3
Nat. Tea 1,100	314	2%	2%	31/4
Proc. & Gamb 5,400 Do. Pfd 210	11734	117	117	118
Rath Pack 650	321/2	82%	3214	29%
Do. 5% Pfd 150	108	1071	108	108
M. & H. Fru. 10W Morrell & Co Nat. Tea 1,100 Proc. & Gamb. 5,400 Do. Pfd. 210 Rath Pack. 650 Safeway Strs. 13,500 Do. 5% Pfd. 150 Do. 6% Pfd. 100 Do. 7% Pfd. 20 Stahl Meyer 100 Swift & Co. 3,150 Do. Intl. 1,300 Truns Pork	1113	1113	1113	111%
Stahl Meyer 100	18	1734	18	1784
Do. Intl 1,300	27	26 %	27	शंदी
Truns Pork	41/4 81/4	436	41/6	4%
	8%		8%	8%
United Stk. Yds		676	****	214 6%
Wesson Oil 1,800	18%	18	18% 59%	18
Do. Pf. 100 United Stk. Yds Do. Pfd 200 Wesson Oil 1,800 Do. Pfd 600 Wilson & Co 2,800 Do. Pfd 200	8%	314	3%	37
Do. Pfd 200	36%	36%	36%	361/2

FINANCIAL NOTES A quarterly dividend of 50c a share

A quarterly dividend of 50c a share was declared July 28 by Compania Swift Internacional. The dividend is payable September 1, to shareholders of record August 15.

Safeway Stores, Inc., reports a consolidated net profit of \$2,855,402 for the six months ended June 30, after all prior charges including income tax deductions. Profit for the period equalled \$2.96 per share of common stock, compared to net profit of \$1,541,286, or \$1.31 per share, for the first six months of 1938.

Net profit of \$1,094,055, equal to \$2.50 per share on the common stock, is reported by Beechnut Packing Co. for the six months ended June 30. This compares with net profit of \$1,111,809, or \$2.54 per common share, for the corresponding period of 1938.

General Foods Corporation reported a net profit of \$15,075,450 for the 12 months ended May 31, 1939. Net operating income of the parent company and its subsidiaries amounted to \$17,335,109.

Procter & Gamble Co. reported earnings for the fiscal year ended June 30 which were the second largest in the history of the company. Net profit was \$25,399,792, compared with \$17,439,194 in 1938. In 1937, the record year, the net was \$26,803,339. The 1939 net profit included earnings of foreign subsidiaries totaling \$3,117,000.



more saleable product. No soot, grease or fly-ash to spoil eye and appetite sales appeal. You can reduce time and labor required in preparing product for sale. Exact records obtained with Powers Recorder-Controllers help to prevent over-shrink and give you greater uniformity of product.

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BUYER'S GUIDE to new machinery, equipment and supplies

TRUCK OPERATING AID

A new aid to efficient truck operation, known as the Shiftoguide, has been introduced by the Ford Motor Co. as standard equipment on all Ford regular and cab-over-engine trucks, except %ton and 1-ton models.

The new instrument eliminates guess work in gear shifting, it is explained, and does everything that a tachometer would do for the truck operator. It reduces engine wear and improves operating economy, even for inexperienced operators, it is said.

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Dial of the instrument shows at a glance the correct speed ranges in which truck should be operated in low, second, third and high gears. As speedometer pointer passes the point dividing different ranges, the operator knows that it is the correct time to shift gears up or down as load and road conditions demand.

Shiftoguide speedometer is calibrated to show that gears should be shifted as follows when accelerating: Low to second at 6 miles per hour, second to third at 12 miles per hour, and third to high at 26 miles per hour. When pulling up long grades, the proper speeds for shifting to lower gears are same as those above, but in reverse sequence.

According to Ford engineers, use of the new instrument enables the operator to avoid racing his engine and to get maximum pulling power. Its use makes it easier for the truck to pull the load, to give better gas mileage and to make faster time on a run.

FLASHES ON SUPPLIERS

FRICK COMPANY.-Alvin H. Baer has rejoined the Frick Company. Waynesboro, Pa., as executive assistant with headquarters at the company's New York branch, 370 Lexington ave. Mr. Baer had previously spent more than 30 years with Frick, playing an active part in the development of the refrigerating and ice making and later the air conditioning industry. In 1931 he was president of the American Society of Refrigerating Engineers, and during his incumbency the Refrigerating Data Book was inaugurated. He has also served as president of the Refrigerating Machinery Association.

BROWN INSTRUMENT CO .- Richard P. Brown, formerly president and now chairman of the board of Brown Instrument Co. and vice president of Minneapolis-Honeywell Regulator Co., has been appointed by Governor Arthur H. James of Pennsylvania as the first secretary of the state's newly created department of commerce.



ULTRAVIOLET EMITTING TUBES

New tubes are available in three sizes—3-, 5-- and 15-watt. They are said to be particularly effective in killing air-borne bacteria.

HIGH PRESSURE WASHING

A speedy, labor-saving means of cleaning buildings and equipment is said to be available in the high pressure cleaning jet being manufactured by William Sellers & Co., Philadelphia. Pumps, machinery, coils, floors, stairways, containers and all places where dirt and grease collect can be cleaned effectively at small cost with this machine, according to the company.

The heart of the jet is the mixing chamber. Into this is admitted water from a water main or tank and then steam. The steam in condensing produces a vacuum which draws in the detergent and maintains a pressure in the hose which is practically double that of initial steam pressure. From an initial steam pressure of 25 to 100 lbs., a jet pressure of 50 to 250 lbs. can be obtained. Likewise, any jet temperature between 115 degs. F. and 250 degs. F. can be obtained, as well as any detergent consumption from 0 to 10 per cent.

The machine has a 50-gal. boiler plate solvent tank. It occupies 18 in. x 30 in.



GERMICIDAL "LAMPS"

Three new ultraviolet-emitting tubes, designed for a wide variety of sterilizing needs, have been announced by General Electric's lamp department. They have been named "G-E Germicidal Tubes."

The new tubes—available in 3-, 5- and 15-watt sizes—generate ultraviolet radiation in much the same manner as do fluorescent lamps. Unlike the latter, however, the new lamps do not employ power, which in fluorescent lamps converts the ultraviolet into light, or common glass, which absorbs germicidal ultraviolet rays.

Ultraviolet radiation delivered by the new sources differs greatly from that provided by Type S sunlamps and the sun itself at earth levels. It is rich in shorter-wave ultraviolet, particularly in the 2,537 wave, which is extremely effective as a germ killing agent.

Installed experimentally in air ducts, the new germicidal tubes have proved highly successful in killing air-borne bacteria. They show promise as a preventive of spread of disease in hospitals, schools and elsewhere. They are also being tried for food preservation by meat packers, butchers, bakers and can-

The 3-watt germicidal tube has an overall length of 5% in.; the 5-watt lamp is 7% in. long, and the 15-watt measures 18 in. Diameter of smallest tube is 1/2 in. and the largest is 11/4 in.

Owing to their relatively small size, it is claimed that the tubes are particularly suitable for installation where space is limited, as in cabinet and cupboard areas. Tests indicate that at medium humidity, one 15-watt tube in a duct made of non-reflecting material can sterilize 150 to 200 cu.ft. of air per minute. To be fully effective, radiation must fall directly upon bacteria.



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Only a few seconds per day are required to keep ham boilers in perfect condition. No skill or effort required to operate. Removes all residue, burnt fat and brine; is an ideal working companion to Adelmann Ham Boilers—"The Kind Your Ham Makers Prefer." Ask about our free thirty day trial without obligation.

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NUCHAR, added to the rendering vessel with sweet pickle and dry salt trimmings, produces a quality sparkling white lard that is sweet, stable and odorless. Nuchar Activated Carbon adsorbs all curing materials, thus preventing off color and flavor.

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C-D

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RADE MARK

C. D. Reversible Plates, O. K. Knives with changeable blades and C. D. TRIUMPH Knives with changeable blades are used throughout the meat packing and sausage manufacturing field. C. D. equipment lasts longer, works better, plates will not crack, break or chip at cutting edges. Write the "Old Timer," Chas. W. Dieckmann, for complete details and prices of C.D. and O. K. knives, plates, sausage linking gauges, stock feed worms, studs, etc.

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Chicago, Illinois



Lard Prices Work Lower; Pork Down on Poor Demand

Favorable reports on stocks and government aid fail to help lard-Regular hams lower in carlot trade - Fresh pork easy - Cutting results improve.

LARD

ARD has been in a somewhat artificial position for some time, production showing some increase over that of similar periods in the last few years and the outlook for a continued increase having a bearish influence on trading and on the general domestic market. In earlier years, when production was similar to that of the current period there was a fair export outlet, but this is now very limited. There has been a rather general hope, therefore, that something would be done to stimulate exports or to broaden distribution at home. Announcement late in the week that lard and certain vegetable compounds made primarily of cottonseed oil would be included in foods available to persons on relief was expected to be a market

On Thursday of the current week lard suffered a decline and closed easy. Cash trade was quiet. Prime steam cash was quoted on the Chicago Board of Trade at 5.671/2 nominal and loose at 5.171/2 asked. Packers quoted refined at 7.24, kettle rendered at 8.25 and neutral at

At New York, demand was fair and the market about steady. Prime western was quoted at 6.15@6.25c; middle westwas quoted at 6.15@6.25c; middle western 6.15@6.25c; New York City in tierces, 5%@6c, tubs 6@6%c; refined Continent, 6%@6%c, South America, 6%@6%c, Brazil kegs, 6%@6%c. Shortening in carlots was 8%c and in smaller lots, 9c.

Hogs

Dull fresh pork trade and weakness in cured meats resulted in a slow hog market with a weak undertone throughout the first four days of the current week. Good butchers weighing from 160 to 240 lbs. closed the period 25@35c lower than a week ago and heavier butchers weighing up to 300 lbs. were 10@20c lower. Good light sows were in demand and sold close to barrows and gilts. The sow run at Chicago constituted about 40 per cent of the total. Top for the week at \$6.85 was made on Monday with the low top of \$6.75 paid on Tuesday and Thursday. High average for the week of \$5.70 was made on Tuesday and Wednesday, with the low average of \$5.55 on Thursday. Eleven markets received 211,000 hogs which was 10,000 less than a week earlier, 38,000 more than a year ago and 103,000 more than two years ago.

CARLOT TRADING

Trading in a carlot way reflected the general weakness in hogs and consumer demand for pork cuts. Green regular

hams declined 1/6 1/4c from a week earlier with the light S. P. regulars down 1/4c. Both green and S. P. skinned hams were lower, light green skinned showing a decline of %c from a week earlier and medium averages even more. Light green picnics declined, but heavy picnics were in demand at stronger prices, closing the period at 9%c, or 14 up for the 8/10 and heavier averages at 9c. Heavy pickled picnics were unchanged to strong. Light green seedless bellies were quoted at 1/4 c under a week earlier and dry salt clear bellies were down %c on most averages. Strongest items on the list were 25-lb. and up skinned hams and 8-lb. and up picnics for boning purposes.

FRESH PORK

Light loins suffered a sharp decline in price from a week ago with the 8/10 avg. quoted on the closing day of the period at 17½@18c compared with 19c last Friday. Heavy loins for boning were firm. Weakness in the live hog market and in Boston butts as well as slow consumer demand were adverse factors throughout the period.

SAUSAGE MATERIALS

There was a fair movement of fresh (Continued on page 31.)

PORK IMPORTS ABOVE 1938

Bulk of the beef imported into the United States during June and the first six months of 1939 was canned beef and bulk of the pork imported consisted of hams and shoulders. Imports for June compared with June a year ago, and for the first six months of 1939 compared with the first half of 1938, have been reported by the U.S. Department of Agriculture as follows:

June, 1938 June, 1939

2,447,784

JUNE MEAT IMPORTS.

	lbs.	Iba.
Beef, fresh	183,367	175,778
Veal, fresh	13,419	5,689
Beef and veal, cured	363,531	125,621
Beef, canned	7,878,863	8,095,923
Total	8,439,180	8,042,961
Pork-	-	
Fresh	334,020	509,709
Hams, shoulders, bacon	8,572,071	3,888,132
Pork, cured	204,712	425,364
	4,110,808	4,823,205
Beef- BIX MONTH	S' IMPORTS.	
Beef, fresh	1,170,340	807,619
Veal, fresh		59,411
Beef and veal, cured	982,511	573,139
Beef, canned	40,996,173	38,947,441
Total	43,183,276	40,387,610
Pork-		
Pork, fresh	1,177,057	2,678,806
Warms shouldens bear	04 000 000	00 014 704

Pork, cured 1,554,220

Total pork27,004,370

Six Markets' Lard and Meat Stocks Decline

BOTH meat and lard stocks at six large markets declined during July, although hog slaughter was seasonally high. Stocks on hand on August 1 were above those of a year ago when hog slaughter was much less than it has been in recent months.

Stocks of S. P. regular hams dropped considerably during the month and at the close were about on a level with August 1 a year ago. Skinned ham stocks, while smaller than on July 1, were above those of last year. Pickled belly stocks declined, but on August 1 were greater than last year, while stocks of pickled picnics were below those of July 1 and a year ago. D. S. belly stocks were slightly smaller than a month ago, but were well above a year ago. D. S. fat back stocks were smaller than in either of the comparative periods.

While August 1 lard stocks were above those of last year, they were not high in view of the increased slaughter and the high percentage of fat produced per hog. Lard appears to be moving into consumptive channels in fair volume, although the price level of both lard and dry salt cuts is relatively low.

Stocks at Chicago, Kansas City, St. Louis, East St. Louis, St. Joseph and Milwaukee on July 31, 1939, with comparisons as especially compiled by THE NATIONAL PROVISIONER:

July 31, '39 June 30, '39 July 31, '38

Total S. P. meats 79,802,678	93,023,834	69,013,129
Total D. S. meats 29,399,562	81,716,061	26,969,018
Other cut meats 15,614,540	16,549,932	13,530,446
Total cut meats124,816,780	141,289,827	108,612,593
P. S. lard 90,806,500	92,045,810	77,648,203
Other lard 10,068,263	10,173,636	9,972,576
Total lard100,869,763	102,219,446	87,620,778
S. P. regular hams 10,982,763	14,617,727	10,785,448
S. P. skinned hams 27,407,810	30,257,115	23,191,572
S. P. bellies 35,133,299	40,146,654	28,499,050
S. P. pienies 6,222,806	7,887,838	6,452,889
D. S. bellies 22,148,347	22,816,789	16,523,871
D. S. fat backs 6,712,215	8,482,272	9,001,146

BRITISH LARD IMPORTS

Imports of U.S. lard by the United Kingdom during the first six months of 1939, were 89,758,816 lbs., or about 18 per cent more than in the like period in 1938, according to a report by Bamford Brothers Ltd., Liverpool. Total lard imports showed an increase of 14,516,768 lbs. for the six months over the like period in 1938.

	6 mo's, 1939.	6 mo's, 1938.
From	Ibs.	Ibs.
Canada	8,769,000	10,089,000
Other British countries	2,067,000	2,113,000
United States	89,759,000	78,309,000
Argentina	1,936,000	3,505,000
Netherlands	1,298,000	382,000
Other foreign countries	1,810,000	1,920,000
Total	105.789.000	91.318.000



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J. S. Hoffman Company 179-181 Franklin Stree New York, N. Y. Walker 5-5800

Illinois at Orleans Street Chicago, Ill. Superior 9300

Huston and Milkowski, Inc.

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Hog Cut-Out Results

A DULL fresh pork trade was reflected in the market for live hogs this week and prices of most averages were well under those of a week ago. Packers were not aggressive buyers because of the slow trade in meats, although receipts at the eleven principal markets showed a decline from a week ago. However, they were well above those of one and two years ago at this period and supplies of other classes of meat animals have been ample for hot weather needs.

Both heavy butchers and packing sows showed more strength relatively than lighter hogs, 260 to 300 lb. butchers averaging only 4c under last week at Chicago, while the lighter averages dropped 20 to 30c per cwt. Sows constituted about 40 per cent of the run at Chicago and good light sows were as popular with most buyers as butchers of like weights. Heavy packing sows moved within a price range of \$4.25 to \$5.00.

Top for the week at \$6.85 was made on Monday with \$6.75 representing top on two other days of the week. Good hogs within the weight range of 180 to 270 lbs. brought the top although many light hogs were reported to lack finish.

Lighter averages shown on the test cut at a small profit this week with heavy butchers showing some loss. The test is worked out on the basis of Chicago costs and credits on hogs showing good yield, with the usual packer dress. The test will vary in returns shown, depending on quality, yield, costs and by-product credits in the various areas and in individual plants in the same area.

MEAT PRICES DOWN IN JULY

A downward tendency in the wholesale prices of most meats featured the livestock and meat trade during July, according to the Institute of American Meat Packers. Wholesale prices of some cuts of fresh pork dropped as much as 28 per cent, while others showed little change. Beef prices dropped from 2 to 9 per cent, and lamb prices fell from 10 to 13 per cent.

Wholesale prices of bacon showed little change during July but now are from 30 to 36 per cent lower than at the same time a year ago. There were some slight declines in wholesale prices of lard. Prices of veal were somewhat higher at the end of the month than at the opening.

Owing to seasonal reduction in amount of pork produced during July, as compared with June, the aggregate production of meat and lard during July apparently was somewhat smaller than in the previous month. However, production was substantially greater than a year ago, with pork showing the greatest increase.

Reflecting the decline in wholesale

prices of most grades and classes of fresh meat, prices of hogs, cattle, sheep, and lambs were lower at the end of July than at the beginning. Prices of veal calves were slightly higher at the end of the month.

Demand for American pork and pork products in the United Kingdom was slow during July.

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of July 31:

	July 31, 1939.	June 30, 1939.	July 31, 1938.
Pork, bbls	11,802	12,672	28,373
P. S. lard, made			
since Jan. 1. '39.			
lbs	7,591,468	55,204,548	
P. S. lard, made			
Oct. 1, '38, to			70,227,517
Jan. 1, '391 P. 8. lard ² 1	0,082,478	10,353,698	
P. S. lard	4,040,044	16,381,864	
Other kinds of		4 000 400	4 004 080
	4,917,902	4,633,128	4,284,858
D. S. cl. bellies1.		8,997,438	8,127,688
D. S. rib bellies1.	1,090,100	942,351	1,245,312
Ex. Sh. cl. sides,			-
lbs.1	******	******	400
D. S. short fat	O 200 012	0.007.000	4 000 740
backs, lbs	2,782,210	2,885,272	4,200,748 135,101
D. S. shldrs., lbs.		W 100 00W	
S. P. hams, lbs	3,880,703	5,100,227	4,645,634
S. P. skinned		40 400 445	** ***
hams, lbs1	0,400,810	18,436,115	14,261,828
S. P. bellies, lbs.1	8,049,299	21,822,654	13,185,228
S. P. pienics)			
S. P. Boston	3,740,806	4,558,338	4,078,699
shidrs., ibs		•	20,000
S. P. shldrs, lbs Other cuts of	*******		20,000
meats, lbs	9 789 840	9,253,932	8,610,850
mean, ma	0,102,010	e,200,002	0,010,000
Total cut meats,			
lbs	34,025,780	72,006,327	58,511,483
-			
1 Made Hors On			

¹ Made since Oct. 1, 1938. ² Made previous to Oct. 1, 1938.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on The National Provisioner Daily Market Service, cutting percentages taken from actual tests in Chicago plants.)

11	Cent ive vt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
_	180-2	220 lbs	5	22	0-260 lb	s	26	0-300 lb	s.——
Regular hams14	1.00	15.5	\$ 2.17	13.70	15.6	\$ 2.14	13.50	15.3	\$ 2.07
Picnies 5		11.0	.62	5.40	10.9	.59	5.10	10.1	.52
Boston butts 4	4.00	13.5	.54	4.00	13.3	.53	4.00	13.1	.5
Loins (blade in) 9		17.3	1.70	9.60	14.9	1.43	9.10	12.5	1.1
Bellies, S. P		10.8	1.19	9.70	10.3	1.00	3.10	7.6	.2
Bellies, D. S				2.00	4.7	.09	9.90	4.5	.4
Fat backs	1.00	3.1	.03	3.00	3.4	.10	4.50	3.7	1
	2.50	3.8	.10	3.00	3.8	.11	3.30	3.8	.1
Raw leaf		4.9	,10	2.20	4.9	.11	2.10	4.9	.1
S. S. lard, rend, wt		5.2	.64	11.50	5.2	.60	10.20	5.2	.5
Spareribs		8.4	.13	1.60	8.3	.13	1.50	8.2	.1
	3.00	5.0	.15	2.80	5.0	.14	2.70	5.0	.1
Feet, tails, neckbones		0.0	.04	2.00	0.0	.04	2.00		.0
Offal and misc			.25			.25	2.00		.2
Just and miscure.									
TOTAL YIELD AND VALUE69	9.00		\$ 7.66	70.50		\$ 7.26	71.00		\$ 6.4
Cost of hogs per cwt	9	6.64			\$ 6.54			\$ 5.94	
Condemnation loss		.04			.04			.04	
Handling & overhead		.68			.57			.50	
TOTAL COST PER CWT ALIVE	8	7.36			\$ 7.15			\$ 6.48	
TOTAL VALUE		7.66			7.26			6.40	
Tons you and	-	-			-			00	
Loss per cwt					****			.08	
Loss per hog		90			11			.22	
Profit per cwt		.30			.11			****	
Profit per hog		.60			.26				

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PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada through Atlantic and Gulf ports.

	Week ended July 29, 1939.	Week ended July 30, 1938.	Nov. 1, 1938 to July 29, 1939.
PO	RK.		
To	bbls.	bbls.	bbls.
United Kingdom Continent		***	210 114
Total		•••	324
BACON A	ND HAI	48.	
	M lbs.	M lbs.	M lbs.
United Kingdom		5,317	130,715
Continent		50	4,742
West Indies	***		131
Other Countries	***		6
Total	357	5,370	135,655
LA	RD.		
	M lbs.	M Iba.	M lbs.
United Kingdom	136	1,963	120,731 5,948
8th. and Ctl. America		97	11,449
West Indies		79	3,516
Other Countries			398
Total	2,340	2,143	142,118
TOTAL EXPOR	TS BY	PORTS.	
From	Pork,	Bacon a Hams, M lbs.	
New York		170	411
Roston			13

JUNE MEAT CONSUMPTION

SUMMARY NOV. 1, 1938 TO JULY 29, 1939.

1938-1939. 1937-1938.

Federally inspected meats available

for consumption	in June, 1939:	
BER	F AND VEAL.	
	Total Consumption, lbs.	Per capita, lbs.
June, 1939		3.45 3.51
PORK	(INC. LARD).	
June, 1939	568,000,000 486,000,000	4.33 8.73
LAMB	AND MUTTON.	
June, 1939		.41
	TOTAL.	
June, 1939	1,074,000,000	8.19 7.67
	LARD.	
June, 1939		.57 .47
	. *	

Pork and Lard Markets

(Continued from page 27.)

pork trimmings during the week and supplies were only slightly under those of a week earlier. Prices gained 1/2@%c over last Friday, with regular trimmings quoted at 51/2 @5%c, special lean at 111/2@12c, extra lean 131/2@14c.

BARRELED PORK

Prices at Chicago were 50c lower on sales made during the week. At New York demand was fair and the market steady with mess quoted at \$17.75 per barrel and family at \$17.50 per barrel.

Chicago Provision Markets

	100				-10-1
CASH PRICES		LAI	RD FUT	TURES	
Based on actual carlot trading Th August 3, 1939.	ursday,	SATUR	DAY, JUL	¥ 29, 1939.	
		Open.	High.	Low.	Close.
REQULAR HAMS. Green.	*8.P.	July 5.7214	5.75	5.7214	5.721/sn 5.75
8-10 151/2	17	130T	****	5.90	5.80ax
10-12 151/4	16%	Dec 5.921/2 Jan	5.9214	5.90	5.90b 5.97%ax
14-16	16%	CLEAR BELLIES:			
10-16 Range 15%	****	Sept	****	****	5.50n
BOILING HAMS.			AY. JULY	7 31, 1939.	
Green.	*8.P.	Yesler			5.72%n
16-18	1614		5.77%	5.72%	5.72%n 5.72%b
20-22 16-20 Range	15%	Oct 5.80 Dec 5.90	5.971/2	5.90	5.80ax 5.90b
16-22 Range 15%	****	Jan 5.95	6.00	5.95	5.95ax
SKINNED HAMS.		CLEAR BULLIES:			5.50ax
Green.	•S.P.	Sept	****	****	***************************************
10-12 16¼@16 12-14 16½@16 14-16 16½ 16-18 16½	1714 1714 1714			ST 1, 1939.	
12-14 161/2@16 14-16 161/4	1733	Sept 5.671/4 Oct	5.70	5.671/4	5.67 1/2 b 5.75ax
18-20 13	17 15	Dec 5.90	5.90	5.85	5.HT 468X
20-22 12	14	Jan 5.90 May 6.121/2	5.90 6.15	5.8714	5.90b 6.15b
94.98	12% 12%	CLEAR BELLIES			
25-30	111/4	Sept	****	****	5.50ax
	/4	WEDNES	DAY. AUG	UST 2, 19	10.
PICNICS. Green.	*8.P.	Sept 5.70	5.7214	5.70	5.72%b
4- 6 11%	1214 1114 994	Oct 5.75 Dec 5.90	5.80	5.75	5.80ax
6- 8	1114	Jan 5.9214	5.95	5.92%	5,90b 5,95b
10-12 9	912	May	****	****	6.15b
12-14	9	CLEAR BELLIES			5.25b
Short Shank %c over.		Sept 5.371/3	5.871/4	5.25	
BELLIES.				UST 3, 1939	
(Square cut seedless)		Sept 5.65 Oct 5.70	5.65 5.70	5.571/2	5.60 5.65b
Green.	*D.C.	Dec 5.871/2-85	5.871/2	5.65	5.80ax
6- 8	18 1214	May	****	****	5.821/ab 6.10b
10-12 9%	107	CLEAR BELLIES	:		
14-16 8	9	Sept	****		5.25b
16-18 7%	8%	FRIDA	Y. AUGU	ST 4, 1939.	
*Quotations represent No. 1 new cur-	e.	Sept		*****	5.00ax
D. S. BELLIES.		Oct	*****	*****	5.65ax 5.77%ax
Clear.	Rib.	Dec 5.77% Jan 5.82%	5.8214	5.80	5.80
14-16 6n	****	May	******	*****	6.10n
16-18	****	CLEAR BELLIES			5.25n
20-25	5% 5%	Sept	******	*****	
30-35		Key: ax, asked;	b, bid; n,	nominal; -	-, split.
35-40	436				
D. S. FAT BACKS.				_	
6-8	41/6				
8-10 10-12	474	MEAT IMPO	ORTS /	AT NEW	YORK
12-14	456	Townson to do	the ment	ad Tule 0	O to Turbe
14-16 16-18	41/4	Imports for			
18-20 20-25	5%	26 inclusive, at	port or	Mew 101	
		Point of			Amount,

Point of origin.	Commodity.		ount,
Argentina-Can	ned corned beef	8	34,528
Brazil—Canned —Smoked	corned beefbeef hams	14	7,230
Fresh Fresh Fresh Fresh Fresh Smoke	pork shoulders	1	515 60 28,577 120 2,888 5,900 2,936
Cuba-Fresh fre	ozen beef cuts		725
-Cook -Salar	ed sausage in tinsed ham in tinsmi	1	6,131 17,303 1,395 2,497
	ted ham		1,292 $1,231$
Holland-Smoke	d ham		870
Italy—Smoked a —Smoked	ham		1,485 1,378
—Cool	ked picnics in tins ned cooked luncheon meat	1	85,618 81,871 14,400
—F	Fresh frozen beef cuts Fresh frozen mutton loins 00 mutton carcasses		96,250
	fresh frozen)		12,000
	ned corned beef		
Cooked	pickled butts ham in tins picnics in tins	2	93,359 26,139
Uruguay-Canno	ed corned beef		720

CASH AND LOOSE LARD

OTHER D. S. MEATS.

Extra Short Clears ... 35-45
Extra Short Ribs ... 35-45
Extra Short Ribs ... 35-45
Regular Plates ... 6-8
Clear Plates ... 4-6
D. S. Jowl Butts ...
S. P. Jowls ...
Green Square Jowls ...
Green Rough Jowls ...

LARD.
 Prime Steam, cash
 5.67½n

 Prime Steam, loose.
 5.17½a

 Neutral, in tierces.
 7.30n

 Raw Leaf.
 5.30n

Prices of cash and loose lard on the Chicago Board of Trade for the week ended Friday, August 4:

	Cash.	Loose.
Saturday, July 29	5.7736n	5.20ax
Monday, July 31	5.77%n	5.20ax
Tuesday, Aug. 1	5.75n	5.20ax
Wednesday, Aug. 2	5.7736b	5.20
Thursday, Aug. 3	5.67%n	5.17%ax
Friday, Aug. 4	5.67%n	5.17%ax

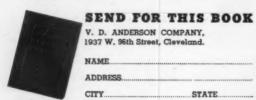


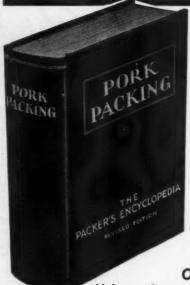
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Eastern and Western Tallow Markets Have Easy Tone

N. Y. extra sells off 1/8c at 45/8c— Prime at 41/2c—Large buyers inactive—Greases barely steady.

TALLOW.—The tallow market at New York developed further weakness during the past week. The turnover was estimated at about 600,000 to 700,000 lbs., with extra selling at 4%c, delivered, or a decline of 1/2c from the previous business.

Business this week was reported for August delivery, but the demand apparently was satisfied as buyers now appear interested only in September delivery. While there was no particular amount of unsold tallow hanging over the market, the undertone was none too steady at the new prices.

Reports were a little more favorable as to business in finished soap. Since consumers had partially replenished their stocks, they appeared to be comfortably fixed and inclined to mark time pending developments.

At New York, special was quoted at 4½c nominal; extra, 4%c, delivered, and edible, 4%@4%c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow was unchanged on the week at 19s. Australian good mixed was 3d lower at 16s 3d.

Tallow futures were quiet and barely steady. December traded at 4.80 and October at 4.60 in a small way.

Buying interest in tallow was light at Chicago this week, especially for nearby, and large consumers were inactive. Prices of some grades were slightly lower. Few tanks prime sold early in week at 4%c, Cincinnati, last half August. There were inquiries for special at 4%c, Cincinnati. Prime sold Tuesday at 4%c, Cincinnati, August, and couple tanks special at 4%c, Cincinnati, August. Couple tanks edible moved at 4½c, f.o.b. shipping point. Several tanks prime sold at midweek at 41/2c, Chicago, and couple tanks were reported Thursday at 4%c, Cincinnati and Cincinnati freight basis, August-September delivery. Bid on special tallow was reduced to 44c, Cincinnati. Chicago quotations, loose basis, on Thursday:

Edible tallow						٠		9	9				9	9			۰		٠				41/	@4%
Fancy tallow		0	۰	۰	٠													٠						@4%
Prime packers																								
Special tallow					٠		٠			۰		٠	٠		٠									@4%
No. 1 tallow.	•					۰		4	0		0	0	0	0		9	9	9		0	0		41/6	@414

STEARINE.—The market was moderately active and steady at New York at 5½c for oleo. Bids at that level were reported turned down as offerings were limited. Producers were in a well sold-up position.

At Chicago, stearine was quiet and steady with prime oleo quoted at 5%c.

OLEO OIL.—Demand was moderate at New York and the market was easier. Extra was quoted at 7@7%c; prime, 6%@7c, and lower grades, 6%@6%c.

At Chicago, demand was quiet and the market steady. Extra was quoted at 7%c and prime at 6%c.

LARD OIL.—Demand was quiet and routine. At New York, No. 1 was quoted at 8½c; No. 2, 8c; extra, 8½c; extra No. 1, 8½c; extra winter strained, 8½c; prime burning, 9½c, and inedible, 9c.

(See page 37 for later markets.)

NEATSFOOT OIL.—Demand was quiet but prices were steady. At New York, cold test was quoted at 14%c; extra, 8%c; extra No. 1, 8%c; pure, 11%c, and prime, 8%c.

GREASES.—The market for greases at New York was only moderately active and barely steady as the result of further weakness in tallow. Grease consumers were inclined to lower their ideas. Offerings from producers were steadily held, but there were indications that the next round lot business would be at lower prices.

At New York, yellow and house was available at 4½c in a fair way, but buyers' ideas were 4 to 4½c. Brown was quoted at 3%@4c and choice white 4%@4½c.

Grease market was rather narrow at Chicago this week and prices were down \(^1\)c. Large buyers lacked interest. White grease was offered early at 4\%c, Chicago, for nearby, and sold at 4\%c, Cincinnati, September. Tank of yellow grease sold at 4c and brown grease was reported to have moved at 3\%c, outside. Couple tanks white grease sold Wednesday at 4\%c, Cincinnati, August, and couple tanks No. 3 tallow at 4\%c, delivered Mideast point. Yellow grease was offered at 4\%c, Chicago. Bid of 4\%c, Chicago, was reported for white grease Thursday, while it was offered at 4\%c. Chicago quotations on Thursday were:

Choice white grease	@4%
A-white grease	@414
B-white41/8	@41/4
Yellow grease, 10-15 f.f.a4	@41%
Yellow grease, 15-20 f.f.a	@4
Brown grease	@3%

BY-PRODUCTS MARKETS

Chicago, August 3, 1939.

By-products continue quiet and largely nominal.

Blood.

Digester Feed Tankage Materials.

Car 11-12 tankage sold this week at \$2.90. Offerings at \$3.00 but no sales uncovered at this figure.

		ammonia\$	8.256	2.90
Liquid stick	10%,	choice quality	1,250	

Packinghouse Feeds.

Packinghouse feed market continues steady on fair demand.

	Carlots, Per ton.
60% digester tankage	@45.00 @50.00 @52.50
Special steam bone-meal	@35.00

Bone Meals (Fertilizer Grades).

An easy market with little trading reported.

repor	veu.									
										Per ton.
Steam,	ground,	3	&	50.						.\$23.00@24.00
Steam,	ground,	2	å	26.					 	. @23.00

Fertilizer Materials.

Market easy and prices unchanged from last week.

High grd. tankage, ground	Per ton.
10@11% am	2.35@ 2.40 & 10c @18.00 @ 2.50

Dry Rendered Tankage.

Crackling market was quiet and offerings somewhat limited. Price range fairly wide depending on quality with some offerings reported as low as 75c.

Hard pressed and expeller unground, per unit protein	40	.80
Soft pred. pork, ac. grease and qual-		7.50
ity, ton	-	
ton	@3	7.50

Gelatine and Glue Stocks.

Market continues quiet.

	Per ton.
Calf trimmings\$	@18.00
Sinews, pizzles	@18.00
Cattle jaws, skulls and knuckles	@25.00
Hide trimmings	@12.00
Pig skin scraps and trim, per lb., l.c.l.	3%@ 3%c

Horns, Bones and Hoofs.

Demand fair for house run horns and hoofs on carlot basis at quoted price.

Per ton.
Horns, according to grade\$35.00@60.00
Cattle hoofs, house run @33.00
Junk bones 17.00@18.00
(Note-foregoing prices are for mixed carloads of unassorted materials.)

Animal Hair.

Market quiet on animal hair with some prices largely nominal.

Winter coil dried, per ton	\$22.50@25.00
Summer coil dried, per ton	17.50@20.00
Winter processed, black, lb	6@ 640
Winter processed, gray, lb	5@ 5%
Summer processed, gray, lb	3@ 3%0
Cattle switches	11/2 @ 2c

EASTERN FERTILIZER MARKETS

New York, August 2, 1939.

Cracklings held steady the past week at New York at 77½c per unit and scattered sales were reported.

Feeding tankage declined about 5c per unit to \$2.75 and 10c, f.o.b. New York, with more material offered at this price.

Dried blood was still dull with the market at \$2.50 per unit but, due to the fact that stocks are increasing, lower prices were looked fqr. No sales were reported of South American blood and the market was about \$2.65 per unit.

Fertilizer buyers are rather scarce, due to the severe drought conditions in the farming areas.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

A			

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports,	
August to June 1940	06.75@28.00
Blood, dried, 16% per unit	2,50
Unground fish scrap, dried, 114% ammonia, 16% B. P. L., f.e.b. fish	
factory	3.35 & 10c
Fish meal, foreign, 11%% ammonia,	
10% B. P. L., c.i.f. spot	@47.50
August shipment	@46.50
Fish scrap, acidulated, 7% ammonia,	
3% A. P. A., f.o.b. fish factories	2.30 & 50e
Soda nitrate per net ton: bulk, August, ex-vessel Atlantic and Gulf	
ports	@27.00
in 200-lb. bags	@28.80
in 100-lb. bags	@29.00
Tankage, ground, 10% ammonia, 10%	
B. P. L., bulk	2.75 & 10c
Tankage, unground, 10-12% ammonia,	
15% B. P. L., bulk	2.75 & 10e
Phosphates.	

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f	@23.50
Bone meal, raw, 4\% and 50\%, in bags, per ton, c.i.f Superphosphate, bulk, f.o.b. Balti-	@24.00
more, per ton, 16% fat	@ 8.00

TALLOW FUTURE TRADING

MONDAY, JULY 31, 1939.

														E	ij	ij	gl	a.		L	A	Œ	r.	Close.
August				,	0 0	0 1							0										0	4.45@4.70
September	4				0.1	0	0	0 1			0	0	۰			0	۰							4.50@4.70
October															0									4.50@4.75
November										0 1	9	0										۰		4.65@4.80
December	•		0 0		0.0		0 1					•						۰			0			4.70@4.85
		I	τ	J	E	: 8	u	D.	A	5	r			AT	J	G	H	U	ST	1.		1	939.	
August													0											4,43@4.70
October		, .	0 1			D			0			0					۰					٠		4,50@4.70
November	4																							4.60@4.75
December																						į,		4.65@4.80
January				, .								۰												4.70@4.85

Sales, none. WEDNESDAY, AUGUST 2, 1939.

August September				 		0	•					0	0000	*4.4
October				 						å.	.6	0	4.60	*4.5
November													****	*4.6
December								0	,		0	0		*4.6
January Sales, or	16									0.4			****	*4.7

*Bid

THURSDAY, AUGUST 3, 1939.

August																		 	4.45@4.65
September	P		. 0										0 -						4.45@4.65
October .													0.1	0	0	0			4.50@4.65
November															۰	0		 	4.60@4.75
December			0	0	0	0	0		0			0		0	0	0		 	4.65@4.80
January .		0		0	0	0	۰	0	0	0	0	0	0.		9	0		 	4.70@4.85

FRIDAY, AUGUST 4, 1939.

September	**********	**** ****	4.48@4.60
December	*********	****	4.55@4.65

JUNE MARGARINE PRODUCTION

Margarine produced during June, 1939, with comparisons:

June, 1 lbs.	989, June, 1938, Iba.
Production of uncolored margarine	27,816,727
margarine 80,1	150 120,988
Total production21,110,0	592 27,937,715
drawn tax paid20,729,6 Colored margarine with-	401 27,854,024
drawn tax paid 15,	840 32,758

FATS AND OILS MOVEMENT

Factory production and consumption, imports, exports and stocks of animal and vegetable fats and oils for the 3month period ending June 30, 1939 (exclusive of refined oils and derivatives), was 1,198,688,853 pounds, of which vegetable oils totaled 592,793,447 pounds; fish oils 8,983,454; animal fats 503,-947,463; and greases 92,964,489.

The largest items were lard 331,246, 585 pounds; cottonseed oil 185,892,273; tallow 171,583,180; linseed oil 124,822,-694; soybean 104,568,844; coconut 66,-388,023; corn 35,681,540; peanut 32,356,-000; babassu 22,086,947; and castor 17,-436,504.

The production of refined vegetable oils during the period was as follows: cottonseed 259,496,444 pounds; coconut 68,213,259; soybean 85,968,036; corn 30,-307,303; palm 38,195,915; peanut 25,-552,962; babassu 7,122,112; and palmkernel 1,906,534.

PRODUCTION AND STOCKS OF FATS AND OILS.

Factory

operations for operations for quarter ending June 30, 1939, Production, (pounds)	warehouse stocks June 30, 1939. (pounds)
VEGETABLE OILS. (1)	
Ottonseed, crude185,892,278 Ottonseed, refined259,496,444	88,828,341 614,469,986
Peanut, virgin and crude (2) 32,356,000 Peanut, refined	13,938,800 33,892,639
Coconut, crude 66,388,023	226,894,37

Cottonseed, renned209,490,414	014,400,000
Peanut, virgin and crude (2) 32,356,000	13,938,800
Peanut, refined 25,552,962	33,892,639
Coconut, crude 66,388,023	226,894,376
Coconut, refined 68,213,259	12,314,600
Corn, crude 35,681,540	15,674,478
Corn, refined 30,307,303	10,262,467
Soybean, crude104,568,844	47,793,200
Soybean, refined 85,968,036	42,420,886
Olive, edible	7,687,094
Olive, inedible	1.115.277
	14,190,234
	611.077
Palm-kernel, crude (3) Palm-kernel, refined 1,906,534	2.027,932
Paim-kernel, renned 1,000,004	
Palm, crude	99,131,766
Palm, refined 88,195,915	27,660,974
Babassu, crude 22,086,947	9,722,707
Babassu, refined 7,122,112	607,978
Rapeseed	3,147,588
Linseed	130,309,756
Chinese wood or tung (3)	41,010,968
Perilla (3)	13,439,404
Castor 17,436,504	18,576,414
Seasme	563,237
All other 3,560,622	14,570,306

Cod and cod-liver	325,521	23,404,073
Other fish oils (4	8,155,358	83,773,537
Marine animal oils	502,575	73,186,705
(1) Bureau of Fisheries	collected the	data from
fish oil producers and cann	ers.	
(2) Bureau of Agricultus	ral Economic	s collected
the data from peanut oil p	roducers.	
(3) Included in "All oth	er" vegetable	oils.
(4) Includes 2,836,200 he	erring and sa	rdine, and
4,482,389 menhaden.		

ALCA AMERICA E AL A CO.	
Lard, neutral 741,884 Lard, other edible 330,504,701 Tallow, edible 22,878,656 Tallow, inedible 148,704,524 Neat's-foot oil 1,117,698	618,64 149,389,51 9,608,41 243,119,72 1,072,87
GREASES.	

White 18,708,576 Yellow 22,083,782 Brown 16,482,713 Bose 6,772,140 Tankage 11,589,685 Garbage or house 12,159,638 Wool 1,422,013

OTHER PR	ODUCTS.	
Shortening	000,076,456 90,391,748	55,350,451 31,184,429
Stearin, vegetable	22,810,398	11,222,761
Stearin, animal, edible		3,806,840
Stearin, animal, inedible	3,078,190	2,279,334
Oleo oil	18,209,382	4,150,125
Lard oil	4,713,281	6,701,656
Tallow oil	1,532,894	1,414,488
Fatty acids	29,465,277	11,665,550
Fatty acids, distilled	9.664.514	3,585,359
Red oil	10,284,673	7,445,004
Stearic acid	7.024.384	4,624,217
Glycerin, crude 80% basis	41,522,852	17,661,263
Glycerin, dynamite	12,377,553	21,430,009
Glycerin, chemically pure.	21,978,480	51,210,952
Cottonseed foots, 50%		
basis	27,934,665	16,087,393

Cottonseed foots, distilled	10,518,732	4,205,878
Other vegetable oil foots, 50% basis	37,280,868	5,577,887
Other vegetable oil foots, distilled	244,060 16,805,253 283,785	219,964 43,101,878 1,417,685

RAW MATERIALS USED IN THE

MANUFACTURE	-	01	r	VEGETABLE	OILS.
				Tons of 2,00 Consumed to June 30.	O pounds. On hand June 30.
Cottonseed				553,745	130,923
Peanuts, hulled					(2)
Peanuts, in the hull.					(2)
Copra					36,061
Corn germs				53,617	380
Flaxseed				173,800	54.817
Castor beans				19,046	16,670
Soybeans				331,072	184,097
Babassu nuts					3,960
Other kinds				4,680	2,691

(1) Bureau of Agricultural Economics collected the data for peanuts crushed.
(2) Not available.

OIL	SE	ED	8		1	M	0	9	0	E	1	Г	E	1	ò		I	1	0	R		-	C	0	1	i	8	U	1	ď,	E	P	TION.
																																	Tons.
Castor	b	ean	18								0						0	0				0		0			0	•		0			16,519
Copra													×		*				٠		×								÷				45,000
Flaxso																																	
Sesam	e	see	đ										۰		۰		0		v	0	0		0					0	b		۰	۰	1.030
Babas																																	
Rapes	eed	١																									٠						804
Palm																																	
Other	oil	86	e	đ	8.									۰	0	0		۰	9	0	۰	0	0	۰	0				۰	۰	۰	۰	2,82

FATS AND OILS IMPORTED FOR CONSUMPTION.

	Lba.
Animal oils and fats, edible	1.084.368
Tallow, inedible	207.871
Wool grease	984,612
Whale oil	754,108
Cod oil	3,929,228
Cod-liver oil	13,766,828
Other fish oil	190,785
Oleic acid or red oil	256,958
Stearic acid	200,908
Grease & oils, n.e.s. (Value)	\$20
Cottonseed oil, crude	8,245,771
Corn oil	4,442,792
Peanut oil	200,394
Palm-kernel oil	844,860
Olive oil, edible	17 493 258
Olive oil, sulphured	10 485 117
Olive oil, other inedible	1 887 970
Tung oil	21,697,649
Coconut oil	98,895,948
Palm oil	55,458,218
Soybean oil	908,378
Sunflower seed oil	134,406
Rapeseed (colsa) oil	2,206,108
Linseed oil	19,614
Perilla oil	10,554,990
Teaseed oll	
Oiticica oil	
Sesame oil	
Other vegetable oils	1,494,361
Fatty acids, vegetable	
Cornauba wax	
Other vegetable wax	
Vegetable tallow	
Glycerin, crude	
Gifcerm, remned	200,000
EXPORTS OF FOREIGN FATS AND	OILS.

	Lba
Fish oil	259,925
Other animal oils and fats, inedible	274,280
Olive oil, edible	124,858
Tung oil	1,499,634
	459,000
	2,246,75
Coconut oil	1,073,000
Palm and palm-kernel oil	2,948,611
Peanut oil	
Other expressed oils and fats	343,178
Vegetable tallow and wax	475,971

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EXPORTS OF DOMESTIC FATS AND OILS.

													ALSON,
Oleo oil													1,600,0
Oleo stock													883,0
Tallow, edible													60,0
Tallow inadible													3029.1
Lard													65,515,1
Oleo stearin													
Neat's-foot oil													
Other animal oil	40	ha	13.1										
Fish oil	9, 44	ieu	LUI	e.									514.3
													W.O.
Grease stearin .							0 0		0 0		0 0		-
Oleic acid or red													
Stearle acid				::			0.0				0.0	0	
Other animal gre	ases	- dic	11	LU							0 1		
Glycerin									0 4			9 0	
Cottonseed oil, ca	rude											0 0	
Cottonseed oll, 1	refin	ed.							0 1				
Peanut oil													
Coconut oil, crue	de												2,118,
Coconut oil, refu	aed.												604.
Corn oil													250.
Soybean oll													2.614.
Cooking fats oth	er t	har	2 1	ar	d.								501.
Other edible veg	otah	la	of	la	87	d	2	at	8.		-		1,255,
Linseed oil	Char	20	24	E.	-		-		-				134,
Other expressed	olle	-		4			in	-	ü	ы			1.321.
Vegetable soap	ULLE	- dit i	ond,	4.0	200	79	921	00	-61	-/3	-		

The quantity of crude oil used in the produ of each of these refined oils is included in figures of crude consumed.

Oil Futures Quiet as Trade **Awaits Government Plans**

Futures trading light and prices average lower—Valley crude sold at 4¾c -Coconut oil steady and soybean oil a little above last week.

OTTONSEED oil futures backed and filled over a modest range in a smaller volume of daily trading during the past week. Prices averaged slightly lower as a result of uncertainty over Washington developments and the satisfactory progress of the cotton crop.

MOI

245,771
442,782
290,394
844,890
493,258
485,117
897,649
897,649
896,943
458,218
906,378
134,406
206,109
19,614
554,990
965,742
474,900
965,742
477,614
494,911
494,911
82,283

ILS.

OILS.

1,000,082 883,088 00,618 329,100 5,515,977 19,880 170,801 126,314 551,455 52,213 65,947 47,200 27,200 1,900,811 1,900,811 1,115,400

5, 1939

The trade took to the sidelines to await further information on the possibility of the government subsidizing lard exports and furnishing aid to the cottonseed and products industry. Secretary Wallace stated on Wednesday that both lard and cotton oil shortenings would be placed on the surplus list to be distributed to relief recipients through the stamp plan.

Scattered buying and covering developed at times on the Washington news. There was some absorption brought about by firmness in cotton, steadiness in lard, and recovery in grain prices. Less favorable corn crop advices were helpful at times, but consumers' cash oil demand continued on a hand-to-mouth scale throughout the week. It was strongly intimated by cash handlers, however, that a fair volume of quiet business developed during the past week, with consumers stimulated by fears that something might be done in Washington that would affect the price

Consumers' Stocks Low

Consumers' stocks continue down to the minimum generally. As a matter of fact, cash interests believe that if anything should happen to the cotton crop, or if some definite plan should be adopted to aid oil and lard, that consumers could readily absorb 400,000 bbls. of cottonseed oil monthly for two months, a total of 800,000 bbls. However, under current conditions the consumer is still inclined to let the refiner carry the cash load.

On the bulges, moderate hedge selling came into the ring in the distant months. Refiners' brokers were buying September outright and switching September hedges to March at 32 and 33 points difference. Longs were going the re-

Private cotton crop estimates released so far this month have ranged from 11,095,000 bales to 11,765,000 bales. Last season's crop was 11,950,000 bales.

The weekly weather report said that dryness and high temperatures in the Western cotton sections were unfavorable, but that elsewhere the advance of the crop was largely satisfactory.

Crude oil in the Valley traded at

4%c in a moderate way. Some sales were reported at 4%c in Texas. In the Southeast, the market was 4% c nominal. At Dallas, crude was 4%@4%c; cottonseed meal, \$26.00 per ton, and cottonseed, \$16.00 per ton.

Chicago lard stocks increased only 58,654 lbs. during July to 86,631,892 lbs. August 1, 1938 stocks were 74,512,375

COCONUT OIL.—Consumer interest was reported very limited this week. Sellers were asking 2%c, New York. The Pacific Coast market was quoted at

CORN OIL .- Offerings from mill centers remained small, but it is doubtful whether 54c could be done.

SOYBEAN OIL .- Demand continued routine at New York. Spot was quoted at 41/4c, but might be shaded 1/8c.

New crop oil was available at 4c and in some outside areas was slightly below

PALM OIL.—Demand was slow. At New York, spot Nigre was quoted at 3.65c; shipment, 2.70c; 121/2 percent acid, 2.40c, and Sumatra oil, 21/2c nom-

PALM KERNEL OIL.—Bulk oil was

OLIVE OIL FOOTS .- While sellers generally were asking 6%c, New York, reports indicated that some business had passed at 6%c. It was thought to have been liquidation, however.

PEANUT OIL. - Offerings were scarce at New York and the market was nominally quoted at 5%c.

COTTONSEED OIL. - Valley and Southeast crude was quoted Wednes-

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., August 3, 1939— Cotton oil futures have fluctuated daily, according to political news, closing today about 15 points below a week ago, while crude oil bids are down for the same period %@%c, with general buying and few sellers. Trade is awaiting the August 8th crop report and August 12th oil consumption report before adopting active policies. Cotton weather is less favorable and demand is improving which, if continued during the critical growing period, may greatly strengthen the cotton oil position.

(Special Wire to The National Provisioner.)

Dallas, Texas, August 3, 1939.—Basis prime cottonseed oil 41/2@4%c nom., depending on location.

day at 4%c bid; Texas, 4%c bid at common points, and Dallas, 4%c nominal.

Futures market transactions for the week at New York were as follows:

FRIDAY, JULY 28, 1989.

		-Ra	nge.—	-Closing				
	Sales.	High.	Low.	Bid.	Asked.			
August			***	590	nom			
September	. 8	592	582	590	598			
October		597	284	596	598			
November		611	607	610	trad			
January		614	614	615	616			
February			***	615	nom			
March	. 21	627	622	627	trad			

SATURDAY, JULY 29, 1989. Market closed.

MONDAY, JULY 31, 1989.

August				580	nom
September	38	592	280	578	581
October				584	586
November		***		584	nom
December	22	610	600	600	trad
January	- 6	614	614	603	605
February				603	nom
March	52	623	612	611	618
TUEST	DAY.	AUGUS	T 1. 19	39.	

September October	6	581 580	580 580	575 580 586	588 589
November December January	30	600	593 603	586 600 603	trad 605
March	10	ėio	610	608 612	nom 615

WEDNESDAY, AUGUST 2, 1989.

August				575	nom
September	86	585	580	575	577
October	11	591	581	581	582
November				581	nom
December	80	607	596	596	trad
January	11	612	603	600	601
February				600	nom
March	41	618	612	607	610

THURSDAY, AUGUST 3, 1989.

September	571	568	570	bid
October	. 575	573	576	bid
December	E0.4	585	593	nom
January	KOG	590	597	bid
March	. 610	600	608	nom

(See page 37 for later markets.)

MARGARINE MATERIALS USED

Products used in margarine manufacture during June, 1939, compared with June, 1938:

June, 1939, June, 1938,

Ingredient schedule of unc	colored oleomargarine:
Babassue oil 1	1.104,578 453,942
Beef fat	14,530
Coconut oil	
Corn oil	21,094 4,451
	3,702,223 9,476,549
Derivative of glycerine	49,408 60,909
Letithin	5,547 6,382
	1,093,818 5,266,285
Neutral lard	81,705 114,883
Oleo oil	997,320 1,384,079
Oleo stearine	259,907 297,774
Oleo stock	114,521 190,769
Palm kernel oil	259,006
Peanut oil	166,581 385,826
Salt	919,007 1,148,184
Soda (Benzoate of)	8,784 10,776
	5,435,208 2,619,596
Vitamin concentrate	1,194 1,078
Total2	

Ingredient schedule of colored oleomargarine:

Babassue oil	1,768 7,726 100	40,522 110
Corn oil	6,233 120	25,574
Derivative of glycerine Lecithin	303 4 17,921 3,275	301 1 26,066 5,560
Oleo oil	11,480 238 4	20,935 900 375
Palm kernel oil	138 4,440	367 157 7,233
Soda (Benzoate of) Soya bean oil Vitamin concentrate	34,640 1	9,016
Total	88,475	137.328

Hides and Skins

Packer hide market eased off quartercent on sales of 65,000 June-July hides —Light calfskins sell half-cent higher —Kipskins sold up at similar advance.

Chicago

PACKER HIDES.—The packer hide market eased back a quarter-cent this week on a movement of a little over 65,000 hides, mostly July take-off but with some Junes included. All packers participated to some extent. Light native cows and branded cows accounted for half the total movement, while native steers moved earlier in a good way.

More hides are available in a moderate way but easiness in hide futures tends to restrict speculative interest and follow-up interest on the part of tanners appears rather moderate at the moment. Packers feel that their current offerings are worth more money, based on quality considerations, but at the same time they are inclined to be reasonable in an endeavor to keep hides moving steadily into consuming channels.

At the close of last week, 10,500 June-July native steers sold at 12½c, and 4,500 more Julys sold at the week's opening same basis; this was ½c under the price paid earlier in a limited way by exchange traders. Mid-week, one lot of 3,000 July native steers moved quietly at 12c; market fairly closely sold up. Offerings limited on extreme light native steers but a few reported available at 12½c.

One packer moved 4,000 July butt branded steers mid-week at 12c; two lots totalling 5,200 July Colorados sold at 11½c, both ¼c off. Heavy Texas steers are quotable at 12c nom., light Texas steers at 11c, and extreme light Texas steers at 11½c, with last actual sales ½c higher.

Heavy native cows are in lighter production at this season and current takeoff is suitable for upholstery tanners; some packers are inclined to hold current offerings at 12c, or on a parity with light cows, but it is indicated that some offerings can be bought at 11½c. A total of 7,500 July and 6,000 June-July light native cows moved at 12c; branded cows sold at 11½c for 14,500 Julys and 10,000 June-July take-off, and are fairly well sold up.

Native bulls last sold at 8½c, and branded bulls at 7½c; unsold stocks rather light.

Withdrawals of hides from Exchange warehouses during the month of July totalled 37,220, these moving into consuming channels,

Final estimate on June shoe production was 31,639,808 pairs, a decrease of 1.8 per cent from the May figure of 32,222,072 pairs, but an increase of 17.6

per cent over the June 1938 figure of 26,897,189 pairs. Production for the first six months this year shows an increase of 12.7 per cent over the same period in 1938.

OUTSIDE SMALL PACKER HIDES.— Outside small packer allweight natives of June take-off around 48 lb. avge. moving around 10½c, selected, Chgo. freight, brands ½c less. Lighter average stock is salable around 11c, especially July take-off, but July hides generally not being offered as yet.

PACIFIC COAST.—The Coast market is fairly well sold up to end of June and trading in July hides is awaited to re-establish the market. Some quote the market nominally % @1c over last paid price of 9½c flat, obtained for June steers and cow. f.o.b. shipping points.

FOREIGN WAT SALTED HIDES.—The South American market was comparatively quiet this week, with an easier tone reported, based on buyers' ideas of value. Last trading in Argentine steers was at 72 pesos for LaPlata steers previous week, equal to about 11½c; further offerings that bas's unsold. A pack of 6,000 Montevideo Nacional steers was reported this week at 40.25 Uruguay gold, equal to 12½c, c.i.f. New York, with no recent comparable sale.

COUNTRY HIDES.—Offerings of country hides were a little more liberal following the display of easiness in the packer market. All-weights are usually held at 9½c, selected, del'd Chgo., for around 47 lb. avge. stock, with choice light lots held higher. Heavy steers and cows slow and nominal around 7½c flat, trimmed. Buff weights usually quoted 9½@9%c, with buyers' ideas 9½c trimmed. Good trimmed extremes quoted 11½@11%c, selected; buyers talk down to 11%c. Bulls quoted 5%@6c. Glues around 7c, trimmed. All-weight branded hides 8@8%c flat asked.

CALFSKINS.—Packers obtained their asking price of 18c for a total of 20,000 July light calfskins, under 9½ lb., this week, all packers involved; this was a half-cent advance over last actual sale of light calf, but in line with the sale of Milwaukee all-weight packers previous week at 18½c. On earlier trading this week, one packer sold 12,000 July northern heavy calf, 9½/15 lb., at steady price of 19½c; River point heavies last sold at 18½c.

Offerings of Chicago city calfskins appear to be limited. Bids of 15c were reported for the 8/10 lb. and 17c for 10/15 lb.; some said to be available at ½c more, with other collectors not offering. Outside cities, 8/15 lb., quoted around 15c nom.; straight countries 11½@12c flat. Chicago city light calf and deacons quoted \$1.07½ bid to \$1.10 asked.

KIPSKINS.—As previously reported, two packers moved their July production of kipskins late last week at ½c advance, obtaining 16c for northern natives and 15c for northern over-weights, southerns a half-cent less, and 13½c for branded kips. Market appears fairly strong at that level. Later another packer sold 8,500 July northern natives at 15½c, and moved balance of July production quietly; fourth packer booked July production at end of last week.

Bid of 14c reported for Chicago city kipskins, with offerings held at 14½c and rather limited. Outside cities quoted 13¾@14c nom.; straight countries 11@11¼c.

One packer sold 3000 July regular slunks late this week at 80c steady.

HORSEHIDES.—Market steady; holdings light but dealers willing to keep summer hides moving at present levels. Best city renderers, with manes and tails, quoted \$3.45@3.55, selected, f.o.b. nearby points; ordinary trimmed renderers \$3.30@3.45, del'd Chgo.; mixed city and country lots \$2.95@3.15, depending upon percentage of cities.

SHEEPSKINS.—Dry pelts quoted 151/2 @16c nom. per lb., del'd Chgo. Packer shearlings continue steady to firm; one packer reports moving 8,000 this week, the No. 1's going at 821/4c, No. 2's at 521/2c, and No. 3's at 321/4c. Buyers of outside small packer shearlings figure these at one-half to twothirds the value of big four stock. Pickled skins are quiet, with \$5.00 per doz, last obtained by one packer, and \$4.87 ½ paid earlier to another; market quoted \$5.00 per doz., although \$5.25 is asked. Spring lamb pelts quoted around \$1.05@1.15 per cvt. live basis for lambs from Kentucky, Tennessee, Missouri, and similar sections; sales reported on Missouri stock at \$1.05 per cwt.

New York

PACKER HIDES.—One New York packer sold a car July native steers early this week at 12½c, prior to the easing off of the western market, but still holds branded steers. Two other packers hold their July production intact. Market quoted nominally at 12c for native and butt branded steers and 11½c for Colorados at present.

CALFSKINS.—With no trading reported by either collectors or packers, quotations on calfskins are nominal; offerings are moderate and holders talk higher prices. Collectors' 4-5's are nominal around \$1.10, 5-7's \$1.30, 7-9's \$1.70, and \$2.55@2.60 for 9-12's. Packer calf quoted nominally, 4-5's around \$1.25, 5-7's \$1.55@1.60, 7-9's \$2.00 and 9-12's \$2.75.

NEW YORK HIDE FUTURES

Monday, July 31.—Close: Sept. 11.48 b; Dec. 11.83@11.87; Mar. 12.12@12.16; June 12.38 n; 78 lots; unchanged to 2 lower.

Tuesday, Aug. 1.—Close: Sept. 11.46;

Dec. 11.81; Mar. 12.11@12.14; June 12.37 n; 109 lots; 1@2 lower.

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Wednesday, Aug. 2.-Close: Sept. 11.50; Dec. 11.84; Mar. 12.15 n; June 12.41 n; 203 lots; 3@4 higher.

Thursday, Aug. 3.—Close: Sept. 11.39; Dec. 11.71@11.72; Mar. 12.04 n; June 12.32 n; 283 lots; 9@13 lower.

Friday, August 4 .- New: Sept. 11.14; Dec. 11.46@11.47; Mar. 11.79 n; June 12.05 n; 338 lots. Closing 25@27 lower.

CHICAGO HIDE FUTURES

Monday, July 31.-Close: Sept. 11.50 n; no sales; unchanged.

Tuesday, Aug. 1.-Close: Sept. 11.50 n: no sales; unchanged.

Wednesday, Aug. 2.-Close: Sept. 11.50 n; no sales; unchanged.

Thursday, Aug. 3.—Close: Sept. 11.18; 6 lots; 32 lower.

Friday, August 4 .- Close: Sept. 11.18 n; no sales; closing unchanged.

U. S. MEATS TO CANADA

Canadian meat imports from U.S. in June were:

	June, 1939, lbs.	June, 1938, lbs.
Beef	. 648	1,170
Bacon and ham	. 27,975	223,734
Pork	.4,421,138	607,001
Mutton and lamb	. 2,010	655
Canned meats	. 3,078	6,985
Lard	. 204	872
Lard compound		2,614

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to August 3, 1939: To the United Kingdom, 97,062 quarters; to the Continent, 40,118. A week ago to the United Kingdom, 75,831 quarters; to the Continent, 21,069.

MEAT AND LARD EXPORTS

Exports of pork, lard and bacon through port of New York during week ended August 3, were 50 bbls. pork, 871,462 lbs. lard and 821,780 lbs. bacon.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of July 29, 1939, totaled 411,125 lbs.; tallow, none; greases, 272,000 lbs. and stearine, none.

HULL OIL MARKETS

Hull, England, August 2, 1939.-Refined cotton oil, 19s. Egyptian crude was quoted at 16s 6d.

Week's Closing Markets

FRIDAY'S CLOSING

Provisions

Hog products were quiet and steady the latter part of the week, awaiting Washington developments. Average hog price in Chicago was \$5.39, the lowest since December, 1934. Washington reports say packer representatives in Washington are cooperating with agents of the German Ministry of Economics on a barter transaction involving 240,000,000 lbs.

Cottonseed Oil

Cotton oil was barely steady with support limited, selling light and scattered, and little liquidation, the market awaiting Washington report. Southeast and Valley crude, 4%c lb., bid, none offered; Texas, 41/2c lb. nom.

Quotations on bleachable cottonseed oil at close of market on Friday were: Sept. 5.74@5.78; Oct. 5.80@5.85; Dec. 5.95@5.98; Jan. (1940) 6.02@6.04; March, 6.11@6.13; 46 lots; closing steady.

Tallow

New York extra tallow, 4%c lb.

Stearine

Stearine was quoted at 51/2c lb.

Friday's Lard Markets

New York, August 4, 1939.—Prices are for export. Lard, prime western, 6.10@6.20c; middle western, 6.10@ 6.20c; city, 5.75c; refined continent, 6%@6%c; South American, 6%@6%c; Brazil kegs, 6%@6%c; shortening 8.75c

BRITISH PROVISION MARKETS

Liverpool, August 3, 1939.—General provision market is quiet and un-changed; poor demand for A. C. hams and fair demand for lard.

Friday prices were: Hams, American cut, 84s, Canadian hams (A.C.), 96s; bellies, English, 53s; Wiltshires, 73s; Cumberlands, 69s; Canadian Wiltshires, 85s; lard, 32s 6d.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended July 29, 1939, were:

		Week, July 29.	Previous Week.	Same Time '38.
	Meats,	lbs 20,363,000		
Fresh Lard.	Meats,	lbs49,827,000	52,967,000 4.124.000	

Watch Classified page for good men.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Aug. 4, 1939, with comparisons:

P	ACKER I	HIDES.	
	ek ended Aug. 4.	Prev. week.	Cor. week, 1938.
Hvy. nat. strs. Hvy. Tex. strs. Hvy. butt brnd'd	@12 @12	@121	2 211%
strs. Hvy. Col. strs Ex-light Tex.	@12 @11%	@121	@11½ @11
strs	@111/4 @111/4 @111/4	@119 @119 @11	6 611
Lt. nat. cows Nat. bulls	@ 12° @ 81/6	@123	
Brnd'd bulls 18 Calfskins 18 Kips, nat,	@16	17%@199	17% 618% 615%
Kips, ov-wt Kips, brnd'd Slunks, reg	@15 @131/4 @80	@15 @133 @80	6 14 % 6 13 70 6 80
Slunks, hrls40 Light native, b	@45 utt brand	40 @45 led and C	@35

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts 103	6011	10%@11	@10
Branded10	@10%	10 @10%	@ 914
Nat. bulls	@ 7	@ 7	@ 7%
Brnd'd bulls	@ 61/2	@ 61/4	@ 7
Calfskins15	@171/2	14%@17	13%@15%
Kips14	@14%	13%@14	13 @131/
Slunks, reg	@75n	@75n	60 @65n
Slunks, hrls	@35n	@35n	@25n

COUNTRY HIDES.

Hvy. steers @ 7%n	7%@ 7%	@ 7%
Hvy. cows @ 7%n	7%@ 7%	@ 7%
Buffs 9%@ 9%	@ 9%	@ 81/4
Extremes11%@11%	@11%	@10
Bulls 5%@ 6	5% @ 6	6 @ 614
Calfskins11 1/2 @ 12	@11%	10%@11
Kipskins11 @1114	@11	@10
Horsehides2.95@3.55	2,90@3.55	2.00@3,20

Pkr. shearlgs Dry pelts	15%@16	80 @85 15%@16	1314 @14

LIVERPOOL PROVISION STOCKS

August 1 stocks at Liverpool:

Aug. 1931		Aug. 1, 1938.
Bacon, lbs 287,		
Ham, lbs		
Shoulders, lbs. Butter, cwt.* Cheese, cwt.* 27.	913 13,580	18,158
	236 86	
Lard, steam (Canada)	200 00	
Lard, steam (Argentina)	16	
Lard, refined (U. S.) tons 1,	492 1,821	1,747
Lard, refined (Canada) tons	80 80	5 54
Lard, refined (Can. & So. Amer.) tons	32 30	10

*Ton of 2,240 lbs.; cwt., 112 lbs.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended July 29, 1939, were 4,754,-000 lbs.; previous week 4,476,000 lbs.; same week last year, 4,639,000 lbs.; from Jan. 1 to date 142,224,000 lbs.; a year ago, 133,688,000 lbs.

Shipments of hides from Chicago for week ended July 29, 1939, were 4,558,000 lbs.; previous week 4,143,000 lbs.; same week last year 4,549,000 lbs.; from Jan. 1 to date 134,328,000 lbs.; a year ago, 127,959,000 lbs.

Ywe Stock Markets

Six-Month Livestock Cost Exceeds 1938

DURING the first six months of 1939 packers paid \$760,000,000 for livestock processed under federal inspection. This was \$28,000,000 more than they paid in the first half of 1938, and \$73,000,000 above the average for the preceding five years. Greatest increase was in the cost of cattle which totaled \$331,000,000 for the 1939 period and was \$31,000,000 higher than in the first half of 1938 and \$49,000,000 above the year average. Hogs, on the other hand, cost \$10,000,000 less in the first half of 1939 than last year but \$18,000,000 more than the 5-year average.

Meat and lard production in federally inspected plants during the first half of 1939, with comparison, follows:

6 mos. 1939 lbs.	6 mos. 1938 lbs.
Beef	2,336,000,000
Veal 268,000,000	280,000,000
Pork and lard 3,484,000,000	3,036,000,000
Lamb and mutton 342,000,000	361,000,000
Total6,361,000,000	6,012,000,000
Lard only 627,000,000	523,000,000

Average price per cwt. paid by packers for each class of livestock during June this year compared with a year ago was:

COST TO PACKERS.

																											1939.		1	1938.	
Cattle									0	0	0	0			0		9		0	0						.!	87.77			\$7.32	
Steers			. 0							9		0	0					0	0	0		0		13			8.89		ı	8.68	
Calves		٠.												0			0			0		0					8.16		1	7.58	
Hogs .				14								0	0	0	0	0	0		0			0			111		6.21		-	8.51	
Sheep	R.	n	đ		k	RI	00	ib	18			0		0	0		0			0	0		0			0	8.60	0		7.77	

Total cost of cattle bought during June was \$56,000,000 and was \$1,000,000 over June a year ago, although the total of 778,000 head bought was 38,000 fewer than in June, 1938. Calf cost at \$7,000,000 was approximately the same as in 1938, but the number at 448,000 head was 27,000 less. Hogs cost \$49,000,000, which was \$5,000,000 less than in June,

1938, and 652,000 more hogs were purchased. Sheep and lambs cost \$10,000,-000 which was \$1,000,000 more than last June. This sum was paid for 1,401,000 head, or 84,000 fewer than in June, 1938.

JULY LIVESTOCK MARKETS

Hog and cattle receipts were seasonally heavy for July with calf and lamb runs showing a slight decline. Indications point to considerably heavier hog slaughter than in July a year ago, but smaller than in June this year. Cattle slaughter was probably larger than in June, but slightly smaller than in the same month a year ago.

General quality of cattle received was good, reflecting plentiful grain feed. Hogs averaged heaviest for any month so far this year as a result of seasonal marketing of sows and many butchers showing long corn feed.

Prices of all classes of livestock averaged lower than a year ago. At Chicago, the average steer price was \$9.30 per cwt., the same as in June. In July, 1938, the steer average was \$10.50 and in 1937 it was \$13.95. Fat cows and heifers averaged \$7.75, which was 5c under June, 40c under July a year ago and \$1.95 under two years ago. Canners and cutters continued at relatively high levels, averaging \$4.75. This was 5c under the average a year ago, but 10c over July, 1937.

The calf average at \$9.50 was the highest for the month since 1937 when it was \$9.50. Hogs averaged \$6.00, which was \$2.60 under a year ago and \$5.65 under two years ago in July. Lambs were at \$9.30 compared with \$9.00 a year ago and \$10.70 two years ago.

Cattle top at Chicago for July was \$11.35; hog top was \$7.60 and the lamb top \$10.60.

Average weight of hogs at 280 lbs. was the heaviest for any month so far

this year but was 4 lbs. under the July, 1938 average. In July two years ago the average was 269 lbs. and three years ago was 268 lbs. Cattle average was 984 lbs., or heavier than one and two years ago in July, but 21 lbs. under the same month in 1936. Lambs at 82 lbs. were 2 lbs. under July a year ago, the same as two years ago and 1 lb. heavier than in July, 1936.

Wide price fluctuations featured all live markets during July.

COOPERATION IN LIVESTOCK

One of the chief themes of the 1939 sessions of the American Institute of Cooperation, to be held at the University of Chicago, August 7 to 11, will be "A Program for Industry Cooperation in Livestock Production and Marketing." The subject will be covered from the standpoint of industry, agriculture and the cooperative with round table discussion.

Part of the general sessions also will be devoted to livestock, including a discussion of the present outlook for the exportation of hog products and problems connected with the education of young people in the cooperative marketing of livestock. The latter will be part of the "Educational Workshop" program on the afternoon of August 7.

HOG SHOW ON WEST COAST

For the first time in its history, the National Swine Show is being held on the Pacific coast. The show, in progress from July 29 to August 7, is being held on Treasure Island as a part of the Golden Gate Exposition at San Francisco. This is the fifth livestock show held in conjunction with the San Francisco fair. Best market types of hogs and best types of breeding hogs to produce them feature the exhibits.



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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural

Des Moines, Ia., August 3, 1939.—At 18 concentration points and 10 packing plants in Iowa and Minnesota hogs were moderately active; during the last half of the week loadings were much heavier than in the first half. Prices at close of trading Thursday on 180-220-lb. were 10@20c lower than last week's close. Heavier butchers and sows were generally 5@10c lower. Current prices, good to choice, 180-220-lb., including few 240-lb., \$6.10@6.50, latter price top sparingly; bulk of plant bids, \$6.25@ 6.45, and at yards \$6.10@6.30; 220-240lb., \$6.00@6.30; 240-270-lb., \$5.50@6.10; 270-300-lb., \$5.00@5.50; 300-330-lb., 4.60-5.00; 330-360-lb., \$4.40@4.75; 160-180-lb., \$6.00@6.25. Sows, 330-lb. down, \$4.50@4.85, few \$4.90; 330-400-lb., \$4.00 @4.60; 400-500-lb., \$3.40@4.00.

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Receipts for the week ended August

	This week.	Last week.
Friday, July 28	26,700	19,300
Saturday, July 29	27,500	19,000
Monday, July 31	31,200	28,200
Tuesday, Aug. 1	10,900	15,300
Wednesday, Aug. 2	15,000	19,700
Thursday, Aug. 3	23,200	21,200

WEEKLY INSPECTED KILL

Number of animals processed in selected centers for the week ended July 28, with comparisons are reported as follows by the U. S. Department of Agriculture:

WEEK ENDED	JULY 2	8, 1939.	
Cattle.	Calves.	Hogs.	Sheep.
New York area1 8,186	13,636	35,143	52,010
Phila. & Balt 2,880	1,661	26,886	3,079
Ohio-Indiana			
group ⁸ 8,500	3,902	36,860	17,085
Chicago 25,410	5,760	71,559	44,380
St. Louis area 3 12,122	10,476	56,570	30,920
Kansas City 15,213	6,325	84,283	19,674
Southwest group*, 16,129	8,427	83,600	22,649
Omaha 15,387	1.311	29,089	24,852
Sloux City 5,636	273	12,777	11,023
St. Paul-Wisc.	-		
group ⁵ 18,098	13,594	55,597	20,054
Interior Iowa &		27.624.4	
So. Minn 16,156	4,838	112,217	37,456
Total143,667	70,203	504,581	283,182
	69,952	522,332	253,634
Prev. week141,659			
Year ago132,242	71,696	412,226	275,120
¹ Includes New York (lity. Nov	vark. and	d Jersey
City.	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	· · · · · · · · · · · · · · · · · · ·	
3 Includes Cincinnett s	nd Clev	oland. Ol	hio. and

includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. a Includes National Stock Yards and East St. Louis, Ill., and St. Louis, Mo.

4 Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth.

⁵ Includes St. Paul, Minn., Madison, and Milwaukee, Wisconsin.

6 Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Water-leo, Iowa.

ST. LOUIS HOGS IN JULY

Receipts, weights and range of top prices for hogs at National Stock Yards, Ill., for July, 1939, with comparisons, reported by H. L. Sparks & Co.:

July, 1938.
174,500
\$10.10
9.35

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, August 3, 1939, as reported by the U.S. Bureau of Agricultural Economics:

	Hogs (soft & oily not quoted).	_					EA.	KANS. C	HTY.	ST. PA	UL.
	BARROWS AND GILTS: Good-choice:										
	120-140 lbs	\$ 5.60@	6.15	\$ 5.50@	5.90 \$	5.25@	5.50	\$ 5.50@ 5.75@ 6.10@ 6.10@ 6.00@	8	5.75@	6.00
	120-140 lbs 140-160 lbs. 160-180 lbs. 180-200 lbs.	6.00@	6.40	5.90 0 6.15 0 6.40 0 6.40 0	6.25	5.25@ 5.35@ 5.75@ 6.25@ 6.25@	6.15	\$ 5.50@	6.15	5.75@ 6.00@ 6.25@	6.25
	180-200 lbs.	6.35@	6.70	6.40@	6.50	6.25@	6.40	6.10@	6.35	6.50 or	aly
	200-220 lbs	6.50@	6.75	6.40@	6.50	6.25@	6.40	6.10@	6.35	6.50 or	e so
	240-270 lbs. 270-300 lbs.	5.90@	6.60	5.05@	6.30	5.65@	6.30	5.50@	6.20 5.65	5.70@	6.80
	270-300 lbs	5.40@	6.10	5.50@	5.90 5.60 5.85	5.65@ 5.10@ 4.85@	5.85 5.25 5.00	6.00@ 5.50@ 5.00@ 4.75@ 4.50@	5.65	6.30@ 5.70@ 5.10@ 4.75@ 4.50@	5.70
	330-360 lbs	4.70@	5.10	5.00@	5.35	4.600	5.00	4.50@	5.15 4.85	4.50@	4.75
	Medium:										
	160-220 lbs	5.50@	6.45	5.90@	6.85	5.00@	6.15	5.15@	6.15	6.10@	6.35
	sows:										
	Good and choice:								7000		
	270-300 lbs	5.10@ 4.90@	5.50	5.10@	5.30	4.40@	4.85	4.50@ 4.35@ 4.25@	4.75	4.90 or	nly
	330-360 lbs	4.65@	$5.15 \\ 5.00$	4.00@	5.10	4.25@	4.65	4.25@	4.50	4.65@	4.90
	Good:										
	860-400 lbs	4.45@ 4.80@ 4.15@	4.75	4.00@	4.85	4.00@	4.50	4.00@	4.35	4.30@ 3.90@ 3.80@	4.65
	450-500 lbs	4.15@	4.60	4.25@ 8.85@	4.70	3.85@ 3.75@	4.25	8.75@ 3.50@	4.25	3.80@	8.95
	Medium:										
	250-500 lbs	4.10@	5.10	8.75@	5.15	3.85@	4.40	8.25@	4.25	3.65@	8,75
	PIGS (Slaughter):									100000	
	Medium and good, 90-120 lbs.	4.75@	5.75	5.40@	5.00		• • • •	****		5.50@	5.75
	Slaughter Cattle, Vealers and Calves										
	STEERS, choice:										
	750- 900 lbs. 900-1100 lbs. 1100-1300 lbs. 1300-1300 lbs.	9.50@	10.25	9,50@	10.25	9.25@ 9.25@ 9.00@ 9.00@	10.00	9.50@ 9.25@ 9.00@ 9.00@	10.25	9.50@ 9.50@ 9.25@ 9.00@	10.25
	900-1100 lbs	9.25@	10.25 10.00	9.50@ 9.25@	10.25 10.00	9.25@	9.75	9.25@	9.75	9.25@	9.75
	1300-1500 lbs	9.25@	10.00	9.25@	10.00	9.00@	9.75	9.00@	9.75	9.00@	9.75
)	STEERS, good:										
)	750- 900 lbs	9.00@ 8.75@ 8.50@	9.50	8.50@ 8.50@ 8.25@	9.50	8.50@ 8.25@ 8.25@	9,25	8.35@ 8.25@ 8.25@ 8.00@	9.50	8.75@ 8.75@ 8.25@ 8.25@	9.50
	900-1100 lbs. 1100-1300 lbs.	8.50@	9.25	8.25@	9.25	8.25@	9.00	8.25@	9.25	8.250	9.00
	1300-1500 lbs	8.50@	9.25	8.25@	9.25	8.25@	9.00	8.00@	9.00	8.25@	8.75
	STEERS, medium:										
	750-1100 lbs	7.50@	8.75	7.25@ 7.25@	8.50	7.50@	8.50	6.75@ 6.75@	8.25	7.50@	8.75 8.25
	STEERS, common:	1.00%	0.00	1.20 (8	0.20	1.000	0.40	0.100	0,20	1.20 0	0.20
	750-1100 lbs	6.00@	7 50	6.25@	7 95	6.50@	7 80	5.50@	6 7K	6.25@	7 80
,			1.00	0.20@	1.40	0.000	1.00	0.000	0.10	0.200	1.00
	STEERS, HEIFERS AND MIXE	0.080	10.98	0.95@	0.75	0.98@	10.00	9.00@	10.00	9.25@	10.00
	Choice, 500-750 lbs	9.25@ 8.75@	9.50	9.25@ 8.50@	9.25	9,25@ 8,25@	9.25	8.25@	9.25	9.25@ 8.50@	9.50
	HEIFERS:										
	Choice, 750-900 lbs	9.50@	10.00	9.25@ 8.50@	9.75	9.00@	9.60	9.00@	9.75	9.25@	9.75
	Good, 750-900 lbs	8,75@	9.50	8.50@	9.25	9.00@ 8.25@ 7.25@	9.00	8.25@	9.00	8.50@ 7.25@ 6.00@	9.25 8.50 7.25
	Choice, 750-900 lbs	9.50@ 8.75@ 7.50@ 5.75@	7.50	7.50@ 6.25@	7.50	6.00@	7.2	7.00@ 5.75@	8.25 7.00	6.00@	7.25
	COWS, all weights:										
	Good		7.00	6.75@ 5.75@ 4.75@	7.25	6.25@	7.00	6.00@	7.00	6.25@	7.75
	Medium Cutter and common	4.506	6.50	5.75@ 4.75@	6.75 5.75	5.25@ 4.25@	6.20	5.25@ 4.25@	6.00	4,25@	6.25 5.50
)	Canner (low cutter)	3.50@	5.75 4.50	8.25@	4.75	3.75@	4.2	3.50@	4.25	8.50@	4.25
,	BULLS (Ylgs. Excl.), all weight	ta:									
2	Roof good	0.750	7.25	6.50@ 6.00@ 5.50@	7.00	6.50@ 6.25@ 5.75@ 5.25@	6.78		6.50	6.50@	6.75
•	Sausage, good	6.00@	6.50	5,50@	7.00 6.50 6.00	5.736	6.50	6.00@ 5,25@	6.25	5,500	6.50
l.	Sausage, cutter and common	5.50@	6.00	5.00@	5.50	5.25@	5.70	4.50@	5.25	4.50@	5.50
3	VEALERS, all weights:										
2	Good and choice	9.506	10.50	8.50@	9.75	8.00@	9.00	7.50@		8.50@	10.00
	Common and medium	9.50@ 7.50@ 6.50@	7.50	6.50@ 5.50@	6.50	7.00@ 6.00@	7.00	6.00@ 5.50@	7.50	7.00@	9,00
)	CALVES, 400 lbs. down:										
7	Good and choice	7.50@ 6.00@	8.50	7.50@	9.00	8.00@	8.50	T.25@	8.75	8.00@	9.50
	Common and medium	. 0.00%	7.50 6.00	6.50@ 5.25@	7.50 6.50	6.00@	8.00	5.50@	7.25	6,00@	8.00
	Cull	. 5.000	0.00	0.20%	6.50	5.000	0.00	5.00 W	0.00	9.000	0.00
	Slaughter Lambs and Sheep:1										
	SPRING LAMBS:										
	Choice (closely sorted)	8.656	9.00	8.50@ 7.50@	8.75	8.25 @	8.50	8.000	8.75	8.25@	8 75
	*Medium and good	. 7.50@	8.25 7.50	6.50@ 5.00@	8.25 7.50	7.50@ 6.50@	8.50 8.00 7.50	6.75@	7.75	7.50@	8.75 8.00 7.50
	Common	. 6.65@	7.50	5.00@	6.50	6.50@	7.50	5.00@	6.50	6.25@	7.50
	YEARLING WETHERS (shorn)										
•	Good and choice	6.256	7.85	6.50@ 5.50@	7.25 6.50	*****		6.756	7.50 6.75	6,25@ 5,50@	7.00 6.25
	EWES (shorn):						,				
	Good and choice	2.756	3.90	2.25@	3.00	3.00@ 1.50@	3.60	3.00@	3.75	2.756	3.50
	Common and medium	. 1.756	2.75	1.50@	2.25	1.50@	8.00	2.00@	8.00	2.75@ 1.75@	2.75

¹ Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days wool growth quoted as shorn.

*Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first four days this week were 21,864 cattle, 3,248 calves, 37,339 hogs and 15,181 sheep.

PACIFIC COAST LIVESTOCK

Receipts for 5 days ended July 28:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	4,008	1,373	1,965	4,100
San Francisco		160	2,000	5,200
Portland	2,665	335	2,245	2,100

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, July 29, 1939, as reported to The National Provisioner:

CHICAGO.

CHICAGO.

Armour and Company, 3,918 hogs; Swift & Company, 6,356 hogs; Wilson & Co., 5,521 hogs; Westers Packing Co., Inc., 1,589 hogs; Agar Facking Co., 5,012 hogs; Shippers, 7,652 hogs; Others, 18,052 hogs.

Total: 31,366 cattle; 3,913 calves; 48,110 hogs; 20,049 sheep.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armonr and Company Cudahy Pkg. Co Swift & Company	2,320	808 662 649	4,130 1,861 2,796	5,048 4,206 4,914
Wilson & Co Ind. Pkg. Co	2,126	458	1,837	3,736
Kornbium Pkg. Co Others	997	1,821	1,311	885
Total	17 649	4 908	19 945	18 794

OMAHA.

		Cattle and					
		Calves.	Hogs.	Sheep.			
Armour and	Company	4.811	5.817	5,383			
Cudahy Pkg			3,650	8,124			
Swift & Con	apany	3,395	3,233	5,956			
Wilson & Co			2,734	2,978			
Others			11,271				

Cattle and calves: Eagle Pkg. Co., 25; Greater Omaha Pkg. Co., 59; Geo. Hoffmann, 23; Lewis Pkg. Co., 777; Nebraska Beef Co., 621; Omaha Pkg. Co., 159; John Roth, 142; South Omaha Pkg. Co., 57; American Pkg. Co., 14; Lincoln Pkg. Co., 311.

Total: 16,431 cattle and calves; 26,705 bogs; 22,441 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,221	1,307	7,295	7,263
Swift & Company	2,993	2,153	5,475	7,220
Hunter Pkg. Co	1,407	645	3,702	1,396
Heil Pkg. Co			2,006	
Krey Pkg. Co			1,451	
Laciede Pkg. Co			2,111	
Sieloff Pkg. Co			718	
Shippers	5,850	1,777	17,863	1,606
Others		291	2,765	1,350
Total		6,173	43,381	18,843

Not including 1,518 cattle, 4,723 calves, 28,757 hogs, and 5,890 sheep bought direct.

BT. JOSEPH. Cattle, Calves, Hogs, Sheep,

Swift & Company Armour and Company Others	2,140	493 487 51	7,222 7,095 1,446	5,585 8,113 761
Total	5,501	1,081	15,763	9,409
Not including 44 o	enttle	and 1,02	bogs	bought

SIOUX CITY.

	Cuttie.	Carves.	Hogs.	oneep.
Cudahy Pkg. Co	2,085	95	4,401	3,356
Armour and Company		58	4,655	8,778
Swift & Company	1,623	85	2,978	2,118
Shippers		80	7,816	721
Others	325	11	38	*****
Total	9,507	279	19,883	9,972
		-		

OKLAHOMA CITY.

Armour and Company Wilson & Co Others	2,250 2,001	1,223 1,394 43	Hogs. 3,242 8,193 799	1,76
Total	4,491	2,660	7,234	3,47
Not including 41 direct.	cattle	and 1,197	hogs	bough

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company		116	1,034	16,498
Swift & Company	883	128	1,376	13,962
Cudahy Pkg. Co		94	869	2,704
Others	1,783	296	1,061	10,070
Total	4,530	629	4,340	43,234

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company		1,918	2,200	3,190
Swift & Company		2,195	1,119	5,307
Blue Bonnet Pkg. Co.	163	38	226	61
City Pkg. Co		67	223	
Rosenthal Pkg. Co	64	3	19	****
Total	6,219	4,221	8,796	8,558

	TI THU	1.Bate		
	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,183	1,470	10,088	7,387
Cudahy Pkg. Co Rifkin Pkg. Co	927 726	1,165		796
Swift & Company		3.114	11.167	9,325
United Pkg. Co	2,303	182		
Others	1,905	908	*****	*****
Total	12,069	6,868	21,255	17,508

WICHITA.

Palvas Hoge Sheen

	Cartesc.	CHALCHI	navge.	- meek
Cudahy Pkg. Co		642	3,966	2,07
Dold Pkg. Co		80	1,059	
Wichita D. B. Co				
Dunn-Ostertag	62	*****	*****	
Fred W. Dold			410	
Sunflower Pkg. Co		*****	235	
Pioneer Cattle Co				
Keefe Pkg. Co	81	*****	****	****
Total	1,862	722	5,670	2,07
Not including 112 direct.	cattle	and 1,236) bogs	bough

	200.1	TAM WOL	A.D.D.		
		Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg			1,825	5,085	813
U. D. B. Co., N					****
Armour and Co.,			1,014		****
N. Y. B. D. M. Shippers				81	*****
Others			1,088	50	250
Total		3.493	3.936	5.216	1.066

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co		597	10,504	2,832
Armour and Company		303	2,085	*****
Hilgemeier Bros			800	
Stumpf Bros		****	129	
Meier Pkg. Co		13	259	
Stark & Wetzel		35	413	
Wabnitz and Deters.		59	358	44
Maass Hartman Co		10		
Shippers	3.054	1,927	18,590	5,538
Others	1,229	523	180	707
Total	7,025	3,467	33,318	9,121

CINCINNATI.

	Cattle.	Calves	. Hogs.	Sheep.
8. W. Gall's Sons		32	20111	441
E. Kahn's Sons Co		277	7,017	6,311
Lohrey Pkg. Co		****	272	
H. H. Meyer Pkg. Co			2,993	
J. Schlachter's Sons.	94	166		92
J. & F. Schroth P. Co			3,077	
J. F. Stegner Co		387		
Shippers	435		1,546	3,004
Others	1,508	708	844	291
Total	0.779	1.570	15,749	10,139
Not including 996 sheep bought direct.	cattle,	3,784	hogs and	2,342

RECAPITULATION.

CATTLE.

	Week ended July 29.	Prev. week.	Cor. week. 1938.
Chicago	31,366	33,356	35,295
Kansas City	17,642	18,290	16,200
Omaha*	16,431	16,437	15,757
East St. Louis	14,798	15,474	17,323
St. Joseph		5,339	5,878
Sioux City		11,147	7,222
Oklahoma City		4,407	7,156
Wichita		2,209	2,696
Denver		4,956	4,407
St. Paul		11,835	12,230
Milwaukee		3,410	3,317
Indianapolis		6,957	6,388
Cincinnati		2,989	2,770
Ft. Worth	6,219	5,732	7,421
Total	137,697	142,538	143,560
но	GB.		
Chicago	48,110	50,184	46,183
Kansas City		13,740	7,370
Omaha	26,705	29,175	18,529
East St. Louis		44,023	32,187
St. Joseph	15,763	15,820	9,012
Sioux City	19,883	19,756	15,344
Oklahoma City		6,985	3,250
Wichita		4,995	2,423
Denver	4.370		
		5,296	4,489
St. Paul	21,255	23,447	24,520
Milwaukee	21,255	23,447 5,656	24,520 6,185
Milwaukee Indianapolis	21,255 5,216 83,318	23,447 5,656 37,060	24,520 6,185 27,115
Milwaukee Indianapolis Cincinnati	21,255 5,216 83,318 15,749	23,447 5,656 37,060 16,904	24,520 6,185 27,115 12,251
Milwaukee Indianapolis	21,255 5,216 83,318 15,749	23,447 5,656 37,060	24,520 6,185 27,115
Milwaukee Indianapolis Cincinnati	21,255 5,216 83,318 15,749 3,796	23,447 5,656 37,060 16,904	24,520 6,185 27,115 12,251
Milwaukee Indianapolis Cincinnati Ft. Worth	21,255 5,216 83,318 15,749 3,796	23,447 5,656 37,060 16,904 3,108	24,520 6,185 27,115 12,251 3,524
Milwaukee Indianapolis Cincinnati Ft. Worth	21,255 5,216 83,318 15,749 3,796 262,695	23,447 5,656 37,060 16,904 3,108	24,520 6,185 27,115 12,251 3,524

Chicago 20,049	22,779	22,263
Kansas City 18,734	15,728	16,133
Omaha 22,441	23,177	15,721
East St. Louis 18.843	17.399	25,461
St. Joseph 9,409	11,059	12.614
Sioux City 9,972	7,295	8,068
Oklahoma City 3,470	3,899	4.454
Wichita 2,075	3,022	3,035
Denver 43,234	33,769	43,452
St. Paul 17,508	12,998	14,068
Milwaukee 1,066	1.328	1.589
Indianapolis 9,121	7.271	9.350
Cincinnati 10,139	7,406	12,732
Pt. Worth 8,558	7,881	7,037

*Cattle and calves. †Not including directs.

Watch Classified page for bargains.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

+RECEIPTS.

Calves.	Hogs.	Sheep.
2,210	14,088	6,465
	12,525	5,780
		8,233
		9,847
		7,190
100	2,500	2,500
5,630	68,297	39,965
	75,492	38,771
	78,311	41,405
6,268	46,679	45,202
	2,210 1,166 822 1,019 313 100	1,166 12,525 822 13,807 1,019 17,706 313 7,731 100 2,500 5,630 68,297 5,390 75,492 5,153 78,311

DILLE B	LEGIT A 101			
Cat	tle. Calves.	Hogs.	Sheep.	
Mon., July 24 3,	074 287	2,737	270	
Tues., July 25 2.	113 234	1,289	60	
Wed., July 26 3,	177 61	1,285	635	
Thurs., July 27 1,0	020 40	1,628	1,284	
	108 51	782	1,462	
Sat., July 29	100	200	500	
Total this week 9,	892 623	7,921	4,211	
Previous week10,	742 696	9,494	1,281	
Year ago10,	525 1,170	8,615	1,188	
Two years ago 7,	653 504	8,917	000	
*Including 690 cettle	1 501 calves	19 079	home	

and 19,100 sheep direct to packers from other

tAll receipts include directs.

TJULY AND YEAR RECEIPTS.

Receipts thus far this month and year to date

	J	uly	Y	ear
	1939.	1938.	1939.	1938.
1	Cattle	23,658 263,537	994,678 188,901 2,323,492 1,546,487	1,078,244 197,856 2,370,341 1,472,100

													€	lattle.	Hogs.	Sheep.	Lambs.
Week	e	D.	die	ed	ì	1	ľ	al	ı	,	21)	.1	9.25	\$ 5.70	\$3.00	\$ 8.95
Previ														9.20	5.75	3.00	9.30
1938														10.75	8.45	3,60	9.00
1937														14.40	11.85	3.75	10.80
1936														8.10	9.90	2.75	9.4
1935														10.00	10.10	2.75	8.40
1934														6.75	4.60	1.65	6.25
Av.	11	a	14	-	1	92	ı	8						10.00	\$9.00	\$2.90	\$8,86

	BU	4	T did	L.Eu	ø	-	v	4	b.	•	ODAULA	I AVALUAD:	
											Cattle.	Hogs.	Sheep.
Week	en	ded	J	ul	y	2	9.				.24,816		35,754
Previo	BIFE	W	eel	k							.26,571	66,047	38,022
1938							٠.				.24,872	65,179	40,622
1937											.23,015	38,251	43,160
1936											.29,964	62,914	28,417
1985											20.007	49,029	38,740

HOG RECEIPTS, WEIGHTS AND PRICES.

																					B	la.	la.	1	Av					-F	'n	ce	_	_
																				1	re	e'	d.		lb	8.			r ₀	P.			AT	
•Wee	k			1	né	1	Pi	đ		1	ľ	n	1	v		6	H	ě.		. 6	18	.3	00	1	27	9	1	3	7	.1	5	- 8	Б.	70
Previ	a	n	8	ï	¥	N.	e	ø	k				_	٠.					_	. 1	15	4	92		25	12		*	7	.2	0		5.	
1938			_		Ì		Ϊ.	_	_			_	Ĭ	Ĭ						. 1	18	3	11		25			1	10	.2	5		8.	
			Ĭ	Ĭ	Ì	ì	Ĭ					_		Ĭ						.4	16	.6	79	1	2	0		1	13	.2	-08		11.	85
1936	-	Ĭ	Ĭ		Ī	Ī						_			Ī					.4	36	.0	45		2	1		-	11	.3	0		9.	90
			Ĭ	Ī	1	Ī						_		Ĭ						.4	10	1	44		2	18		1	11	.2	Ú.		10.	10
1934						0														.1	17	,3	05		24	15			5	.1	0		4.	80
Av.		1	9	ıg	ы	1.	1	g	g	25	2									ī	16	7	00		24	17		2	10	.2	00	-	\$9.	00

CHICAGO HOG SLAUGHTERS.

Hog si	Week		n	ď	ir	11		E	ř	4	d	R	W		3	u	b	r	1	2	B.				
Week en	ding	Ju	ıb	v	9	d	١.						_										۰	۰	. 71,5
Previous	week																								. 76,0
Year ago																									.01,39
Two yrs.	ago.				9 1									0								0	0		.48,5

CHICAGO HOG PURCHASES.

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, August 3:

and sarppess week	Week ended	Prev. week.
Packers' purchases Shippers' purchases	control and and and	39,800 8,406
Total	50,108	48,206

NEW YORK LIVESTOCK

Receipts of salable livestock at Jersey City public market, week ended July 29:

Cattle Salable receipts1,837 Total, with directs6,655	1,694 11,728	405	2,02
Previous week— Salable receipts1,581 Total, with directs.5,145 *Including hogs at 41st st	1,490 10,511	343 21,742	7.05

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVI-SIONER show the number of livestock slaughtered at 16 centers for the week ended July 29, 1939.

tock

3,465 5,730 3,233 9,847 7,190 2,500 9,965 8,771 1,406 5,202

4,211 1,281 1,188 600 hogs other

38. 78,244 77,856 70,341 72,106

UK.

8 8.95 9.30 9.00 10.85 9.45 8.40 6.25

\$8.80

Sheep. 35,754 38,022 40,622 43,160 28,417 38,740

E8.

Av. \$ 5.70 5.75 8.45 11.85 9.90 10.10 4.60

\$9.00

ending

inspec-

Prev. week

39,800

48,206

ersey

ly 29:

2,025

7,050

1939

	CATTLE.		
	Week ended July 29.	Prev. week.	Cor. week. 1938.
Chicagot	23,787	25,520	24,263
Zensas City*	22,040	21,484	19,077
maha*	15,767	16,876	15,672
East St. Louis	8,948	10,378	10,609
st. Joseph	5,924	5,801	5,667
Sioux City	6,199	6,248	5,439
Wichita*	2,696	3,026	3,864
Fort Worth	6,219	9,692	11,308
Philadelphia	1,779	1,812	1,906
Indianapolis	1,519	1,401	1,965
New York & Jersey C	ity 8,172 7,192	8,037 6,736	8,083 10,472
Oklahoma City*		3,294	3,344
Cincinnati	4,885	4,201	4,205
		9,479	12,230
St. Paul		3,344	3,265
Milwaukee	3,000	3,072	0,400
Total	131,889	137,329	141,369
*Cattle and calves.			
	HOGS.	76 550	67 961
Chicago	HOGS 71.559	76,550 37,412	67,961 91 473
Chicago	HOG8. 71,559 34,283	37,412	21,473
Chicago Kansas City	H0G8. 71,559 84,283 29,089	37,412 29,989	21,473
Chicago	HOG8. 71,559 34,283 29,089 56,570	37,412 29,989 49,566	21,473 17,689 40,758
Chicago Kansas City Omaha East St. Louis ¹ St. Joseph	HOG8. 71,559 34,283 29,089 56,570 15,436	37,412 29,989 49,566 14,096	21,473 17,689 40,758 10,944
Chicago Kansas City Omaha East St. Louis ¹ St. Joseph	H0G8. 71,559 34,283 29,069 56,570 15,436 12,777	37,412 29,989 49,566 14,096 16,580	21,473 17,689 40,758 10,944 13,945
Chicago Kansas City Omaha East St. Louis ¹ St. Joseph Sloux City Wichita	H0G8. 	37,412 29,989 49,566 14,096 16,580 6,748	21,473 17,689 40,758 10,944 13,945 3,610
Chicago Kansas City Omaha East St. Louis ¹ St. Joseph Sloux City Wichita Fort Worth	H0G8. 	37,412 29,989 49,566 14,096 16,580 6,748 3,103	21,473 17,689 40,758 10,944 13,945 3,610 3,524
Chicago Kansas City Omaha East St. Louis ¹ St. Joseph Sloux City Wichita Fort Worth Philadelphia	HOG8	37,412 29,989 49,566 14,096 16,580 6,748 3,103 16,861	21,473 17,689 40,758 10,944 13,945 3,610 3,524 11,439
Chicago Kansas City Omaha East St. Louis East St. Joseph Bioux City Wichita Fort Worth Philadelphia Indianapolis	HOGS	37,412 29,989 49,566 14,096 16,580 6,748 3,103	21,473 17,689 40,758 10,944 13,945 3,610 3,524 11,439
Chicago Kansas City Omaha Bast St. Louis ¹ St. Joseph Sloux City Wichita Fort Worth Philadelphia [ndianapolis New York, Newark 4	HOGS	37,412 29,989 49,566 14,096 16,580 6,748 3,103 16,861 12,572	21,473 17,689 40,758 10,944 13,945 3,610 3,524 11,439 9,906
Chicago Kansas City Omaha East St. Louis St. Joseph Sicon City Wichits Fort Worth Philadelphia Indianapolis New York, Newark 4 Jersey City	HOGS	37,412 29,989 49,566 14,096 16,580 6,748 3,103 16,861 12,572 39,219	21,473 17,689 40,758 10,944 13,945 3,610 3,524 11,439 9,906
Chicago Kansas City Dmaha East St. Louis St. Joseph Sionz City Fort Worth Fort Worth Fort Morth Joint City New York, Newark Jersey City Oklahoma City	HOGS	37,412 29,989 49,566 14,096 16,580 6,748 3,103 16,861 12,572 39,219 8,067	21,473 17,689 40,758 10,944 13,945 3,610 3,524 11,439 9,906 33,959 4,246
Chicago Kansas City Dmaha Egast St. Louis St. Joseph Sionx City Wichita Fort Worth Philadelphia Indianapolis New York, Newark Jersey City Oklahoma City Oincinnati	HOGS. 71,559 84,283 29,089 56,570 15,436 12,777 6,900 3,796 15,587 11,297 \$ \$6,959 8,481 18,675	37,412 29,989 49,566 14,096 16,580 6,748 3,103 16,861 12,572 39,219	
Chicago Kansas City Dmaha East St. Louis St. Joseph Silonx City Wichita Fort Worth Philadelphia Louis	HOGS. 71,559 84,283 29,089 56,570 15,436 12,777 6,900 3,796 15,587 11,297 k 36,969 8,481 18,675 4,623	37,412 29,989 49,568 14,096 16,580 6,748 3,103 16,861 12,572 39,219 8,067 15,387	21,473 17,689 40,758 10,944 13,945 3,610 3,524 11,439 9,906 33,959 4,246 9,730 3,936 25,900
Chicago Kansas City Omaha East St. Louis St. Joseph Sionx City Wichits Fort Worth Philadelphia Indianapolis New York, Newark Jersey City Oklahoma City Cincinnati	HOGS. 71,559 34,283 29,089 56,570 15,436 12,777 6,900 3,796 15,587 11,297 4 36,959 8,431 13,675 4,623 21,253	37,412 29,989 49,566 14,096 16,580 6,748 3,103 16,861 12,572 39,219 8,067 15,387 4,702	21,473 17,689 40,758 10,944 13,945 3,610 3,524 11,439 9,906 33,959 4,246 9,730 3,936

89,490 16,133 21,296 16,672 12,614 6,945 3,035 7,037 4,544 4,070 67,896 4,454 12,074 9,949

SHEEP.

18,184 15,728 27,168 27,168 16,031 11,059 7,047 8,072 7,881 4,378 4,156 54,858 3,899 8,192 6,846 12,988 1,321 Total211,157 202,818 241,854

†Not including directs.

RECEIPTS AT CHIEF CENTERS

Receipts for week ended July 29:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended July 29	.200,000	306,000	305,000
Previous week		328,000	290,000
1938	.200,000	295,000	329,000
1937		193,000	263,000
1936	.278,000	336,000	300,000
At 11 markets:			Hogs.
Week ended July 29			.256,000
Previous week			.281.000
1938			
1937			
1936			
1935			.162,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended July 29	.140.000	217,000	193,000
Previous week	.146,000	235,000	173,000
1938		195,000	168,000
1937		112,000	137,000
1936		233,000	160,000
1935		138,000	166,000

CANADIAN EXPORTS TO U. S.

Exports to United States in June:

																June, 1939.	June, 1938.
Cattle, No.												_				2.138	4.025
Calves, No.																12 313	5,721
Hogs. No.																43	35
sneep, No.																3.2	. 11
Beef, lbs			0	0		0		٠		0	0	0	0		0	36,200	69,200
Bacon, lbs.	0 0		0	0	0	e	۰		۰	۰		٠	۰			88,500	49,300
Pork, Iba Canned ment		-	ri.			0	٥	0	0		0	a	0	0		175,800	142,600

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS			
NEW	YORK.	PHILA.	BOSTON.
Week ending July 20, 1939	10,031 9,174% 8,414%	2,653 2,329 2,234	3,170 2,840 2,728
Week ending July 29, 1939 Week previous	1,033 786% 1,383	970 1,288 1,192	2,791 2,743 3,120
Week ending July 29, 1939	352 294 332	604 811 578	52 3 32
Week ending July 29, 1939 Week previous	11,569 11,258½ 10,581	1,198 1,313 1,875	824 607 769
Week ending July 29, 1939	44,693 43,760 47,109	13,885 15,588 15,465	19,203 19,038 16,771
Week ending July 29, 1939	1,505 1,411 2,051	218 134 219	1,453 452 962
Week ending July 29, 1939	,150,239 ,466,395	363,472 320,157	272,953 309,899 207,452
Week ending July 29, 1939	392,096 353,318	***	•••
LOCAL SLAUGHTERS.			
Week ending July 29, 1939 Week previous	8,172 8,037 8,083	1,779 1,812 1,906	•••
Week ending July 29, 1939 Week previous	18,923 13,931 14,216	2,529 2,671 2,703	•••
Week ending July 29, 1939 Week previous	36,959 39,219 34,390	15,587 16,081 11,439	
Week ending July 29, 1939	52,353 54,858	4,127 4,378	
	Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939. Week ending July 29, 1939. Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939. Week previous Same week year ago. I Same week year ago. I Same week year ago. LOCAL SLAUGHTERS. Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939. Week previous Same week year ago. Week ending July 29, 1939.	NEW YORK.	NEW YORK PHILA

Country dressed product at New York totaled 1,682 veal, no hogs and 82 lambs. Previous week 2,018 veal, no hogs and 45 lambs in addition to that shown above.

CANADIAN LIVESTOCK PRICES

CARADIAR	FIAE210	CK FK	ICE2
	STEERS.		
Top Prices	Week ended July 27.	Last week.	Same week 1938.
Toronto		\$ 7.25	\$ 8.00
Montreal Winnipeg	6.75	7.50 7.25	7.25
Calgary		6.75	6.00
Edmonton		6.00	5.50
Prince Albert		6.00	4.50
Moose Jaw		6.00	5,10
Saskatoon		6.50	6.25
Regina		4.50	6.25
Vancouver	6.00	6.00	****
. v:	EAL CALVES		
Toronto	\$ 9.00	\$ 9.00	\$ 8.50
Montreal		8.00	7.75
Winnipeg		6.50	7.00
Calgary	6.00	6.00	6.50
Edmonton		6.00	5.50
Prince Albert	5.50	5.50	5.25
Moose Jaw		6.00	6.00
Saskatoon		6.00	6.00
Regina		6.00	6.50
Vancouver	6.75	6.75	****
2	BACON HOGS.		
Toronto	\$ 9.35	\$ 9.50	\$12.15
Montreal ¹	9.75	9.75	12.25
Winnipeg1	9,00	9.00	12.50
Calgary		8.85	11.85
Edmonton		8.75	11.75
Prince Albert		8.75	12.25
Moose Jaw		8.85	12.10
Saskatoon		8.75	12.25
Regina		8.85	12.10
Vancouver		8.75	*****
Montreal and W." basis. All ot	Winnipeg hogs	sold on	a "F. &

GOOD LAMBS. \$10.50 10.00 8.50 7.00 8.00 7.00 7.50 6.75 7.25 7.00 | Good Lamber | \$10.00 8.00 8.25 7.50 7.25 7.50 7.25 7.50

Lamb Consumption Studied at Meeting

AMB consumption and consumer preference surveys were the subject of a two-day conference between representatives of the National Wool Growers Association, the National Live Stock and Meat Board, and the Institute of American Meat Packers, held in Chicago on August 1 and 2.

The conference reported that a survey just completed by the Institute showed a wide variance in lamb consumption as between geographic localities, ranging from more than 40 lbs. per capita in 1938 in Boston to less than a pound per capita annual consumption in San Antonio. The survey showed the New England states as the largest lamb consuming area, with a 1938 per capita consumption of 15.6 lbs., closely followed by the Middle Atlantic states, with a per capita consumption of 14.7 lbs. The lowest lamb consuming area is the South Central states, where 1.3 lbs. is consumed per capita.

The National Wool Growers Association's survey on consumer preferences on lamb in Kansas City showed that a large percentage of the consumers covered expressed liking for lamb and approximately 10 per cent of the housewives covered reported they are serving lamb regularly now, but did not do so five years ago. Leg of lamb and loin chops are the preferred cuts.

Possibility of broadening the market for lamb in the low consuming areas and for popularizing the less-demanded cuts were discussed.

Discuss Demand Improvement

"What we need is a better appreciation of lamb in the relatively low consuming areas," F. R. Marshall, secretary of the National Wool Growers Association, representing the lamb producers, declared. "The consumer survey also indicates many are not familiar with that delightful dish, lamb stew, made with the less-demanded shoulder cuts of lamb. Here's my recipe for old-fashioned lamb stew:

"Have shoulder cut of lamb cut in 2inch cubes. Brown well on all sides in hot lard. Season as desired. Cover and simmer gently until tender. Add vegetables about an hour before serving. Green beans, carrots, peas and celery are a good choice."

LIVESTOCK COST AND YIELD

Average cost, yield and weight of livestock slaughtered under federal inspection, June, 1939:

	June, 1939.	May. 1939.	June, 1938.
Average cost per 100 lbs.:			
Cattle	\$7.77 8.89 8.16 6.21 8.69	\$7.93 9.18 8.52 6.62 8.94	\$7,32 8.68 7.58 8.51 7.77
Average yields, per cent:			
Cattle	55.12 55.96 74.91 48.13	54.80 56.84 75.88 47.58	53.96 56.44 75.10 48.22
Average live weight, lbs.:			
Cattle Steers Calves Swine Sheep and lambs	981.17 189.00 246.11	935.64 967.88 179.80 235.84 83.80	914.61 950.14 183.08 251.09 78.76

LIVESTOCK SUPPLY SOURCES

Percentage of livestock slaughtered during June, bought at stockyards and direct, is reported by the U. S. Department of Agriculture as follows:

ment of Agriculture as	Iollows:	
June, 1969. Per cent.	May, 1939. Per cent.	June, 1938. Per cent,
Stockyards74.10 Other25.90	77.85 22.65	74.12 25.88
Calves— Stockyards61.45 Other 38.55	65.06 34.94	63.13 36.87
Hogs— Stockyards47.02 Other52.98	49.67 50.88	49.90 50.10
Sheep and lambs— Stockyards69.06 Other30.94	70.90 29.10	72.81 27.19

Watch the Classified Advertisements pages for bargains in equipment.

Chicago News of Today

(Continued from page 19.)

Cunningham, Del Rio, Texas, secretary, Texas Sheep and Goat Raisers Association, were in Chicago this week conferring with officials of the Institute of American Meat Packers and National Live Stock and Meat Board.

Robert Burrows, J. C. Wood & Co., with his family, is spending ten days in northern Michigan.

A. L. Wallmo, Oscar Mayer & Company, Madison, Wis., and M. O'Hara, Hygrade Food Products Company, Detroit, were Chicago visitors this week.

W. G. Winkler, manager of Armour and Company's beef boning division, Chicago, is spending a week's vacation at Sturgeon Bay, Wis.

George H. Dunlap, provision department of Armour and Company, is at Napierville, Ill., for a week's vacation and will spend another week in Wisconsin.

Bertil Freeman was elected to fill a vacancy on the board of directors of Hately Bros. Co., at a special meeting of the stockholders held on July 28.

Edward Kohn and Anton Vorel announce the opening of a wholesale meat establishment at 3843 South Emerald ave., on August 1. The new company's telephones are Yards 1080 and 1081.

Jerry T. Webster, export department, Cudahy Packing Co., left for a vacation in Kansas City and Wisconsin.

New York News Notes

W. O. Rees, manager, Consolidated Rendering Co., Produce Exchange office, is spending a short vacation on Long Island.

Fred W. Shattuck, affiliated with the New York wholesale meat trade for some years, has announced the formation of F. W. Shattuck & Co., Inc., catering to retailers, jobbers and the hotel supply trade. The new company is located at 841 Washington st.

Hygrade Food Products Corporation has announced the appointment of James Doyle as provision manager of the company's branch at 24 Tenth ave. Mr. Doyle has been associated with the wholesale trade in New York City for more than 16 years.

Benjamin Weiss, who had been affiliated with the New York City meat trade for most of his life, died recently at the age of 62 years. He was manager of the City Hotel Supply Co.

W. P. Coughlin, refinery department, and J. F. Costello, domestic sausage department, Wilson & Co., Chicago, visited in New York last week.

B. V. Traynor, manager, veal sales department, United Dressed Beef Co., is spending his vacation motoring through upper New York.

President R. H. Cabell, Armour and Company, Chicago, arrived from Europe on the s. s. Normandie on July 31, and returned to headquarters at Chicago.

J. & F. Schroth Packing Co., Cincin-

nati, Ohio, has entered the New York market, making weekly shipments of mixed cars of fresh pork to its representative, R. W. Earley.

N. Y. World's Fair Flashes

Canned corned beef has become one of the outstanding exhibits at the Argentine pavilion at the New York world's fair. Free samples of the beef have been distributed to sightseers from 1 to 7 p. m. daily.

Countrywide News Notes

Arnold van Hessen, managing director of N. V. Abattoir Products Co., Rotterdam, Holland, is still combining his holiday in the United States with a study of conditions in this country. He has not definitely decided to establish a business in this country, but a short time ago registered the name "Abattoir Products Co." at Los Angeles, Calif., to protect the name of the firm. Mr. van Hessen states that he will notify all his friends if he should decide to establish a business here.

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Queen City Packing Co., Dickinson, N. Dak., was opened late in July to carry on a wholesale business in fresh and smoked meats and sausage. All classes of livestock are processed in the remodelled plant. George Remillong is manager of the new company.

Business of the Jacob Ulmer Packing Co., Pottsville, Pa., was closed on July 31. Julian F. Ulmer, president, announced the decision to liquidate the business following a meeting of stockholders on July 25. The company was organized 83 years ago by the late Jacob Ulmer. High taxes, decline of business in the anthracite coal regions and broad competition were assigned as reasons for liquidation.

Construction of a packing plant in Chattanooga, Tenn., is planned by Dave Pavlow, to cost \$20,000. The project will be started as soon as the city commission approves the site selected.

Charles Babb, jr., assistant office manager of the Memphis Packing Co., Memphis, Tenn., was one of 38 newcomers welcomed to Memphis at a breakfast given by the chamber of commerce.

PACKAGING GROUP TO MEET

First annual meeting of Packaging Institute, Inc., has been scheduled for October 12 to 13 at the Edgewater Beach Hotel, Chicago, Ill. A third division of the institute was recently added with the creation of the Packaging Supplies division. The packaging institute previously consisted of the Packaging Production Managers Association and the Packaging Machinery Manufacturers Institute. The institute was formed to facilitate discussion and study of packaging techniques, standardization and methods by manufacturers, production men and package suppliers.

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B, 1930

(Continued from page 9.)

mittee among Congressmen who suggested several plans to the Agriculture, Treasury and State Departments. One proposal was that lard exports be subsidized and that some arrangement be worked out for sale of lard to Germany on a barter basis.

Officials of the Treasury and State Departments opposed these suggestions, however, and Representative A. H. Andresen, committee chairman, stated this week that government aid would probably be limited to relief distribution for the time being.

Late this week it was reported that packer representatives and agents of the German ministry of economics were in Washington working on a barter transaction involving 240,000,000 lbs. of lard. Under one proposed plan, the lard would be paid for in marks usable only in Germany. These could be used by an American importer to buy farm machinery, fertilizers, chemicals and other products now on the U. S. free list. Such German goods may be subject to anti-dumping-dutties, however.

MEAT IMPORTANT HOTEL ITEM

Hotels, restaurants and other public eating places account for consumption of approximately 18 per cent of the products of the meat packing industry, it is reported by the Institute of American Meat Packers after a study of data from the census of distribution of the Department of Commerce. The Institute also reports that meats, poultry and fish represent about 20 per cent of all food sales.

About 5 or 6 per cent of the total food sales through all types of retail establishments are made through restaurants and hotels, according to the census of distribution.

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grades of other meats in mostly cash and carry stores.

NEW YORK CHICAGO

	24.43	** *	CARETT.	CL	IUA	30.
Beef:	July 15, 1939.	July 15,	July 15,	July 15,	July 15, 1938.	July 15,
Porterhouse steak Sirloin steak Round steak Rib roast, 1st 6 cuts. Chuck roast Plate beef	.39 .40 .29	.48 .40 .40 .82 .24 .14	.55 .47 .46 .37 .27 .16	.45 .39 .35 .30 .23 .13	.45 .39 .35 .30 .23 .14	.52 .45 .41 .35 .27
Lamb: Legs Loin chops Rib chops Stewing	.48	.45	.30 .48 .40 .13	.28 .40 .37 .17	.28 .42 .36	.30 .48 .42 .16
Pork: Chops, center cuts. Bacon, strips Bacon, sliced Hams, whole Picnics, smoked Lard.	.31 .32 .29	.36 .36 .40 .31 .23	.42 .37 .43 .33 .25	.33 .28 .34 .27 .20	.35 .34 .40 .29 .22	.42 .37 .43 .30 .25
Veal: Cutlets Loin chops Rib chops Stewing (breast)	.45	.44	.45 .87 .30 .16	.39 .34 .30 .14	.38 .31 .28 .16	.38 .82 .28 .15

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on August 3, 1939.

cultural Economics at Chicago an	d Eastern	markets on Au	igust 3, 1939.	
Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice1:	*** ******			
400-500 lbs	15.50@16.50 15.50@16.50 15.00@16.00 15.00@16.00	\$15.00@16.00 15.00@16.00	\$16.00@17.00 16.00@16.50 16.00@16.50	\$16.00@16.50 16.00@16.50
STEERS, Good1:				
400-500 lbs. 500-600 lbs. 600-700 lbs. 700-800 lbs.	14.50@15.50 14.50@15.50 14.00@15.00	14,00@15.00 14,00@15.00	15.00@16.00 15.00@15.50 14.50@15.00	14.00@16.00 14.00@16.00
STEERS, Medium1:	11100 @ 10100	22,000,000	21100 6 20110	
400-600 lbs	13.00@14.50 13.00@14.00	13.00@14.00	13.00@14.50 13.00@14.00	12.00@14.00 12.00@14.00
STEERS, Common¹: 400-600 lbs	12.00@13.00	12.00@13.00	12.00@13.00	11.00@12.00
COWS (all weights):				
Choice Good Medium Common	11.00@12.00 10.00@11.00 9.50@10.00	12,00@13,00 11,50@12.00 11,00@11.50	13.00@14.00 12.00@13.00 11.50@12.00	12.00@12.50 11.00@12.00
Fresh Veal and Calf:				
VEAL (all weights)2:				
Choice Good Medium Common	13.50@14.50 12.50@13.50	16.00@17.00 15.00@16.00 13.50@15.00 12.00@13.50	16.50@17.50 14.50@16.50 13.50@14.50 12.50@13.50	16.00@16.50 15.00@16.00 13.50@15.00 12.00@13.50
CALF (all weights)2 3:				
Choice Good Medium Common	12.00@13.00 11.00@12.00 10.50@11.00	••••••	14.00@15.00 13.00@14.00 12.50@13.00	
Fresh Lamb and Mutton:	10.50 (£ 11.00	*********	25.00 @ 20.00	
SPRING LAMBS LAMBS, Choice:				
38 lbs. down	16.50@17.50 16.50@17.50 16.00@17.00	17.50@18.50 17.50@18.50 17.50@18.50	17.50@18.50 17.00@18.50 17.00@18.00	18.00@19.00 17.50@18.50 17.00@18.00
LAMBS, Good: 38 lbs. down 39-45 lbs 46-55 lbs	15.00@16.50 15.00@16.50 14.50@16.00	16.50@17.50 16.50@17.50 16.50@17.50	16.00@17.50 16.00@17.50 16.00@17.00	16.00@18.00 16.00@17.50 16.00@17.00
LAMBS, Medium:				
All weights	13.00@15.00	13.50@16.50	13.00@15.00	14.00@16.00
LAMBS, Common: All weights	11.00@13.00	12.00@13.50	10.00@13.00	12.00@14.00
YEARLING (all weights):				
Choice	13 00@15 00	******		
Good	12.00@13.00	••••••		
	11.00@12.00	********		
MUTTON (Ewe), 70 lbs. down: Good Medium Common	7.500 8.50	9.50@10.50 8.00@ 9.50 6.00@ 8.00	9.00@10.00 7.50@ 9.00 7.00@ 7.50	9.00@10.00 8.00@ 9.00 7.00@ 8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. 10-12 lbs. 12-15 lbs. 16-22 lbs.	17.50@18,50 16.50@17.50 14.00@15.00 11.00@12.00	17.00@18.00 15.00@16.00	17.00@18.00 16.50@17.50 14.00@15.50 12.00@14.00	17.00@18.00 17.00@18.00 14.50@15.50 12.00@13.00
SHOULDERS, Skinned, N. Y. Style: 8-12 lbs.	11.50@12.50		12.50@13.50	
PICNICS: 6-8 lbs	11.50@12.00	13.00@14.00	*******	
BUTTS, Boston Style: 4-8 lbs			15.00@16.00	15.00@16.00
SPARE RIBS: Half sheets	. 10.00@11.00	*********		
TRIMMINGS: Regular	. 5.00@ 5.50			
¹ Includes helfer 300-450 lbs. and steer	down to 300	lbs. at Chicago.	" "Skin on" at	New York and

¹ Includes helfer 300-450 lbs. and steer down to 300 lbs. at Chicago. ² "Skin on" at New York and Chicago. ³ Includes sides at Boston and Philadelphia.

NEWS OF RETAILERS

Zenoff Market, Stevens Point, Wis., has been remodelled and expanded with a floor space of 4,000 sq. ft. and 2,600 cu. ft. of refrigerated counters and boxes for meats and other perishable foods.

Naabs, Inc., West Bend, Wis., has erected a new building to house its meat market and food store and in addition offers locker service for meats and other perishables. The back of the market contains a chill and aging room and lockers. There is capacity for 520 lockers. A 2-story smokehouse also is included in the structure.

At Metropolis, Ill., Frank Halcom purchased the Wm. Niekamp Meat Market and at Newman, Ill., the City Meat Market, owned by L. C. Freesh, was sold to D. W. Culton.

Chicago Market Prices

01	1.	0,0	DRY SAUSAGE
WHOLESALE FRESH M		Fresh Pork and Pork Products Pork loins, 8@10 lbs. av. @19	Cervelat, choice, in hog bungs. 23
Week ended Aug. 2,1939. Prime native steers— 400-000	Cor. week, 1938. 18 @181/4 18 @181/4 18 @181/4	Picnics	Capicola 941 Italian style hams 922 Virginia hams 6324
Good native stours	18 @1814	Boneless butts, cellar	LARD
000-000 15 @ 16 600-800 15 @ 15 4 600-800 15 @ 15 4 600-1000 14 6 6 6 6 6 6 6 6 6	17 @17½ 17 @17½ 17 @17½ 14½ @15½ 14½ @15 16 @17 10 @12½ @22 @14	Tails G	Prime steam, coab, Bd. Trade @5.87\(\)\(\)\(\)\(\)\(\)\(\)\(\)\(\)
Fore quarters, choice @11½	@14	Ears 6 4 6 8 8 6 7 1/2 Chitterling 6 6 1/2 6 5	OLEO OIL AND STEARINE
Beef Cuts	0.05		Extra oleo oil (in tierces)
Steer loins, primeunquoted Steer loins, No. 1	@35 @33 @30 @45 @41 @37	Clear bellies, 14@16 lbs @ 6¼n Clear bellies, 18@20 lbs @ 5% Rib bellies, 18@20 lbs @ 5% Fat backs, 10@12 lbs @ 4% Fat backs, 14@16 lbs @ 5 Regular plates @ 5% n Jowl butts @ 4% 4% 4% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6%	Prime oleo stearine @ 3
Steer loin ends (hips) @26 Steer loin ends, No. 2 @24 Cow loins @19	@26 @25 @20 @24	Clear bellies, 18@20 lbs.	TALLOWS AND GREASES (Loose, basis Chicago.)
Cow short loins. @21 Cow loin ends (hips) @217 Steer ribs, prime. unquoted Steer ribs, No. 1. @18 Steer ribs, No. 2. @115/s Cow ribs, No. 2. @115/s Cow ribs, No. 5 @11 Steer rounds, No. 1. @18 Steer rounds, No. 1. @18 Steer rounds, No. 1. @18 Steer chucks, No. 1. @125/s Steer chucks, No. 2. @115/s	017 028 025 023 015 012 020 019 014 013 013	## WHOLESALE SMOKED MEATS Fancy regular hams, 14@16 lbs., parchment paper 20 @21 Fancy skinned hams, 14@16 lbs., pain. 19 @20 Standard reg. hams, 14@16 lbs., plain. 19 @20 Ficules, 4@8 lbs., short shank, plain. 14 @14½, pain. 18 @14½, pain. 19 @19½, pain. 19	Edible tallow, 1% acid. 4% 4% 4% 4% 4% 17 18 18 18 18 18 18 18 18 18 18 18 18 18
Cow chucks	@16 @11%	No. 1 beef sets, smoked Insides. 8@12 lbs	ANIMAL OILS
Steer plates	610 % 6118 % 611	Cooked picnics, skinled, Tatted.	Prime edible lard oil.
Beef Products		VINEGAR PICKLED PRODUCTS Pork feet, 200-lb. bbl	
Brains (per lb.) € 6 Hearts € 10 Tongnes € 18 Sweetbreads € 17 Ox-tail, per lb. € 7 Fresh tripe, plain € 10 Fresh tripe, H. C € 11½ Livers € 20 Kidneys, per lb. € 31	@ 7 @ 9 @ 20 @ 18 @ 10 @ 10 @ 11 14 @ 20	Lamb tongue, short cut, 200-lb. bbl. 65.00 Regular tripe, 200-lb. bbl. 17.00 Honeycomb tripe, 200-lb. bbl. 23.50 Pocket honeycomb tripe, 200-lb. bbl. 27.00 SAUSAGE MATERIALS (Packed basis.)	Crude cottonseed oil, in tanks, f.o.b. 486 48 48 48 48 48 48 48 48 48 48 48 48 48
Veal		Regular pork trimmings	OLEOMARGARINE
Choice carcass	@16 @15 @20 @13 9 @10	Regular pork trimmings	F. O. B. Chicago. White domestic vegetable
Veal Products Brains, each @ 9 Sweetbreads @ 34 Calf livers @ 45	@ 7 @33 @40	Boneless caucus	Milk churned pastry. (114 White "nut" type. (88 (Continued on page 46.)
Choice lambs@18	@18		
Medium lambs @16 Choice saddles @22 Medium saddles @20 Medium saddles @20 Choice fores @14 Medium fores @13 Lamb fries, per lb. @32 Lamb tongues, per lb. @17 Lamb kidneys, per lb. @15	@17 @22 @20 @14 @12 @31 @16 @20	Quotations cover fancy grades.	PURE VINEGARS
Mutton		Country style sausage, smoked. #2014, Frankfurters, in sheep casings #2245 Frankfurters, in hoep casings #2245 Bologna in beef bungs, choice #21745 Bologna in beef middles, choice #21745	A. P. CALLAHAN & COMPANY
Heavy sheep	6 6 9 6 8 6 11 6 6 6 6 12 12 14 14 15 6 12 15 6 12 14 15 15 15 15 15 15 15 15 15 15 15 15 15	Liver sausage in hog bungs	NOT SOUTH LA SALLE STREET CHICAGO, ILL
Sheep heads, each @11	@10	Polish sausage	
Bane Ad		_	

DRY SAUSAGE

625.67 ½2 615.17 ½21 627.25 628.25 628.75 628.00 629.00

INE 0 1% 0 6%

SES

Per li

25

5, 1909

REEF . PORK . VEAL . LAMR CANNED FOODS

HAMS • BACON • LARD • SAUSAGE

We specialize in carlot beef sales

General Offices: OTTUMWA, IOWA

Packing Plants: OTTUMWA, IOWA; SIOUX FALLS, SOUTH DAKOTA; TOPEKA, KANSAS

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"AMERICAN BEAUTY" HAMS AND BACON

Straight and Mixed Cars of Beef, Veal, Lamb and Provisions

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NEW YORK PHILADELPHIA WASHINGTON BOSTON
H. L. Woodruff Earl McAdams Clayton P. Lee P. G. Gray Co.
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ohn J. Felin & Co., Inc.

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Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO. WATERLOO, IOWA

NATURE AND HUMAN SKILL combine to give Superb Quality in these imported canned Hams.

Try a Case Today

380 Second Ave., New York, N. Y.

The National Provisioner—August 5, 1939

Chicago Markets

(Continued from page 44.)

CURING MATERIALS

	Cwt.
Nitrite of sods (Chgo. w'hse stock): In 425-lb. bbls., delivered. Saltpeter, less than ton lots:	8.75
Dbl. refined granulated	6.90
Small crystals	7.90
Medium crystals	8.25
Large crystals	8.65
Dbl. rfd. gran. nitrate of soda	3.75
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago, per ton:	
Granulated	7.20
Medium, dried	10.20
Rock	6.80
Sugar—	
	2.92
Second sugar, 90 basis	None
Standard gran., f.o.b. refiners (2%)	24.40
Packers, curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%	04.00
f.o.b. Reserve, La., less 2%	@3.90
Dextrose, in car lots, per cwt. (in cotton	
bags)	@3.64
	@3.59

SAUSAGE CASINGS

(F. O. B. Chicago.)

(F. O. B. Unicago.)	
(Prices quoted to manufacturers of saus	age.)
Beef casings:	
Domestic rounds, 180 pack	@.16
Domestic rounds, 140 pack	6.28
Export rounds, wide	0.42
Export rounds, medium	0.23
Export rounds, narrow	@.40
No. 1 weasands	@.06
No. 2 weasands	@.03
No. 1 bungs	0.12
No. 2 bungs	0.08
Middles, regular	9.50
Middles, select, wide, 2@2% in	Q.55
Middles, select, extra wide, 24 in.	0 70
and over	Q.70
Dried bladders:	
12-15 in. wide, flat	.70
10-12 in. wide, flat	.60
8-10 in. wide, flat	.35
6- 8 in. wide, flat	.20
Hog casings:	
Narrow, per 100 yds	2.10
Narrow, special, per 100 yds	1.90
Medium, regular	1.35
English, medium	1.15
Wide, per 100 yds	1.00
Extra wide, per 100 yds	.75
Export bungs	.19
Large prime bungs	.15
Medium prime bungs	.08
Small prime bungs	.04
Middles, per set	.16
Stomacha	0.0

SPICES

(Doele					
(DEBIS	Chicago,	original	bbls.,	bags or	bales.
					. Groun
				Per It	
Alispice,	Prime .			17	18
Resifts	d			173	6 18
Jan Per	per				15
min Pov	vder				15
Noves, A	mboyna			27	31
Madaga	RECRY			17	20
Zansib	AF			20	22
linger, J	amaica .			13	14
African				63	
Mace, F	ancy Bane	da		56	61
East I	ndia			50	55
.H. I. &	W. I. B	lend			49
fustard	Flour, Fr	веу			22
No. 1					18
intmeg,	Fancy Ba	ında			- 20
East I	ndia				21
E. I. &	W. I. B	lend			16
Paprika.	Extra Fr	inev. Spi	inish		36
aprika.	Fancy, E	lungarian			32
aprika.	Spanish	Туре			31
epina S	weet Red	Pepper.			30
imiexo	(220-lb.	bbls.)			27
epper.	Cayenne				26
ted Peni	per, No.	1			19
enner.	Black Ale	mnw		0	9
	Lampong				
Black	Tellicher	Ψ		94	
White	Java Mu	ntole		0	10
White	Singapore				4 10

SEEDS AND HERBS

	Ground. for Whole. Sausage.
Caraway Seed	1014 1214
Celery Seed, French	17 20
Cominos Seed	111/4 14
Corlander Morocco Bleached	8
Coriander Morocco Natural No. 1	
Mustard Seed, Dutch Yellow	01/4 121/4
American	
Marjoram, French	24 27
Oregano	131/4 16
Sage, Dalmatian, Fancy	81/4 101/4
Dalmatian No. 1	716 916

New York Market Prices

LIVE CATTLE

Steers, good, 1,140-lb	@10.25
Steers, medium, 1,381-1,420-lb	8.60
Cows, medium	4.75@ 6.25
Bulls, good	@ 7.25
Bulls, medium	6.00@ 6.75
LIVE CALVES	
Vealers, good and choice	9.50@11.50 7.50@ 9.00
Calves, good and choice	@ 8.50
Calves, medium	@ 7.00

	LIVE HOGS	
Hogs, good	to choice, 180-200-lb	@ 7.15

LIVE LAMBS

Lambs,	good and medium		•	ì	10	d	c	e								.\$	9.50@	9.75	
Lambs,	common	•	0	0	0-	2	0	۰	v		۰		٠	٠		4	G.	6.50	

DRESSED BEEF

Choice, native, heavy	17%@18
Choice, native, light	
Native, common to fair.	151/2@161
Wasteen F	ressed Beef.
Native steers, 600@800	
Native choice yearlings,	
Good to choice heifers	16 @17
Good to choice cows	
Common to fair cows	13 @14
Fresh bologna bulls	13 @14

BEEF CUTS

	Western. City.	
No. 1 ribs	.23 @24 22 @25	
No. 2 rlbs	.20 @21 20 @22	
No. 3 ribs		
No. 1 loins	.32 @36 36 @40	
No. 2 loins		
No. 3 loins		
No. 1 hinds and ribs		
No. 2 hinds and ribs		
No. 1 rounds		
No. 2 rounds		
No. 3 rounds		
No. 1 chucks	. @15 @15	
No. 2 chucks	. @14 @14	
No. 3 chucks	. @13 @13	
City dressed bolognas		Á
Rolls, reg. 4@6 lbs. av	18 @20	
Rolls, reg. 6@8 lbs. av	23 @25	
Tenderloins, 4@6 lbs. av.	50 @60	
Tenderloins, 5@6 lbs. av.		
Shoulder clods	16 @18	

DRESSED VEAL

Good	۰					۰	0			0	0	0	0	0				۰	0	a	0		0	0			16	@17
Medium Common	۰	9	۰	0	0	0	0	0	0	0	0	0			٠		0	۵	0	9	٠				٠		15	@16
Common	۰			۰	0	0		0	0	0	0	0	0	۰	0	0	0	0		0		۰			•		14	@10

DRESSED SHEEP AND LAMBS

Genuine Genuine Genuine	spring	lar	nb	S.	- 82	00	ď	- 1	0	3	me	ed	и	(II)	m	.17	11/	0	18	4
Sheep, g Sheep, 1	ood															. 1	9	GI.	10	1

DRESSED HOGS

Hogs, good	and	choice	(90-140	lbs.,	
head on;	leaf	fat in)			\$10.25@10.50
Pigs, small	lots	(60-110	lbs.)		11.75@13.00

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs17%@	118
Shoulders, Western, 10@12 lbs. av13	131
Butts, regular, Western	116
	19
	114
Pork trimmings, extra lean	117
Pork trimmings, regular 50% lean 7	28
Spareribs 91/4 6	10

COOKED HAMS

				fatted	@31
Cooked	hams,	choice,	skinless,	fatted	@

SMOKED MEATS

Regular hams, 8@10 lbs. av231/	@2414
Regular hams, 10@12 lbs. av23	@24
Regular hams, 12@14 lbs. av	@23
Skinned hams, 10@12 lbs, av24	@25
Skinned hams, 12@14 lbs. av23	@24
Skinned hams, 16@18 lbs. av221/	@23
Skinned hams, 18@20 lbs. av214	@2214
Pienies, 4@6 lbs. av	@18
Picnics, 648 lbs, av	@17
City pickled bellies, 8@12 lbs. av18	@19
Bacon, boneless, Western20	@21
Bacon, boneless, city	@20
Rollettes, 8@10 lbs. av19	@20
Beef tongue, light	@23
	204

FANCY MEATS

Fresh steer to	ngues	u	ntr	imi	ned	 16c a pound
Fresh steer to						28c a pound
Sweetbreads,	beef .					 30c a pound
Sweetbreads,	veal .					 70c a pair
Beef kidneys						12c a pound
Mutton kidney	78					 4c each
Livers, beef						 29c a pound
Oxtails						 14c a pound
Beef hanging						30c a pound
Lamb fries						12c a nain

BUTCHERS' FAT

Shop Fat					۰						0		0				. 1	\$1.25	per	CW
Breast Fat																				
Edible Suet																				
Inedible Sue	t		0	٥	0	0	۰		0	0		0		۰	0			2.50	per	CW

GREEN CALFSKINS

5-9 93	6-12%	1214-14	14-18	18 up
Prime No. 1 veals15	2.10	2.25	2.30	2.45
Prime No. 2 veals14	1.90	2.05	2.10	2.15
Buttermilk No. 112	1.80	1.95	2.00	****
Buttermilk No. 211	1.65	1.80	1.85	
Branded gruby 7	.80	1.00	1.05	1.10
Number 3	.80	1.00	1.05	1.10

BONES AND HOOFS

															d	le	1		Per tou
Round shins, heavy					۰						٠	 							.\$62.50
light												 					0.		. 55.00
Flat shins, heavy									٠	۰		 		۰	0				. 52.50
light .					٠							 	a						. 47.50
Hoofs, white																		۰	. 75.00
black and w	bi	t	е	1	BÍ	m	ix	e	d										. 40.00

PRODUCE MARKETS

BUTTER.

Chicago.	New York.
Creamery (92 score) 23 1/4 @ 23 1/4	@241/4
Creamery (90-91 score) @22% Creamery firsts (88-89)21% @21%	22 14 @ 22 14
EGGS.	
Extra firsts	@1814 @1614
LIVE POULTRY.	
Fowls 8 @15 Springs 16 @18 Fryers 14½@17 Broilers 12 @15 Old Roosters 10½@11 Ducks 7 @ 9½ Geese 8 @10 Turkeys 11 @14	13½ @18½ 21 @23 15½ @19 15 @18 @13 @11
DRESSED POULTRY.	
Fowls, 31-47, fresh144,@164, 48-59, fresh174,@184, 60 and up fresh	15 @16¼ 17¼ @19 @20

BUTTER AT FIVE MARKETS

Wholesale prices 92 score July 22 to July 28:

22.	24.	25,	26.	27.	28.
Chicago23 1/2 New York.24	231/9	231/2	23 %	241/4	231/4
Boston24%	24%@	24% @ 24%	25	25	25
Phila24@ 241/2	24%	24%	2414 @25	925 925	@25
San Fran.26	26	26	26	26	

Track	23	20 20	40.79	2075 2076
Recei	pts of but	ter by citi	ies (lb.—Gro	988 Wt.):
	This week.	Last week.	—Since J 1939.	anuary 1 1938.
Chgo. N. York Boston Phila.	5,066,536 4,047,209 1,091,737 891,840	5,260,741 4,821,228 1,134,286 1,127,979	47,563,593	171,948,149 168,293,654 50,452,916 44,797,862

Total 11,097,322 11,844,234 439,357,484 435,492,581

Cold st	orage mov	ement (lt	s.—net wt.	:
Chicago	In July 27. 644.088	Out	. On hand	Same day Last year. 52,503,600
N. York Boston Phila.	251,626 760 6,780	319,068 15,857 183,775	35,504,263 4,009,875 3,451,000	24,113,987 4,716,284 3,758,877
Total	903,254	1.009.765	94.254.118	85,092,758



Main Office and Packing Plant Austin, Minnesota



Genuine Tenderized Ham Gem Hams · Nuggets · Rollettes Tenderized Canned Ham De Luxe Bacon Sausage Products

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Wilmington Provision Company TOWER BRAND MEATS

Slaughterers of Cattle, Hogs, Lambs and Calves

U. S. GOVERNMENT INSPECTION DELAWARE

Carload



Liberty Bell Brand

Hams-Bacon-Sausages-Lard-Scrapple F. G. VOGT & SONS, INC. - PHILADELPHIA, PA.



Choicest

18¼ 16¼

18

2814

2,581

2,758 939

Sausage Material



Selected Beef

Cuts

WHOLESALE MEATS

HONEY BRAND

Hams - Bacon Dried Beef

HYGRADE'S

Original West Virginia Cured Ham Ready to Serve

HYGRADE'S

Frankfurters in Natural Casings

HYGRADE'S

Beef - Veal Lamb - Pork

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Price

Quality

Service

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St. Paul

DRESSED BEEF **BONELESS REEF and VEAL**

Carlots

Barrel Lots

HUNTER PACKING COMPANY

East St. Louis, Illinois

STRAIGHT AND MIXED CARS OF BEEF AND PROVISIONS

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410 W. 14th Street



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F. C. Rogers Co. Philadelphia, Pa

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(ABC)

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Allbright-Nell Co Third Cov	er	Manaster, Harry & Bro 47
American Dry Milk Institute	18	Mayer, H. J., & Sons Co
Ampol, Inc.	45	McMurray, L. H
Anderson, V. D. Co		Meat Packers Union of Poland 28
Armour and Company		Meyer, H. H. Packing Co 45
		Mitts & Merrill
Bemis Bro. Bag Co	38	Morrell, John, & Co 45
Callahan, A. P. & Co	44	Y' DI C
Cincinnati Butchers' Supply Corp	6	Niagara Blower Co
Cleveland Cotton Products Corp	18	Patent Casing Company 30
Cudahy Packing Co	30	
	0.0	
Dairymen's League Coop. Assoc	26	
Fearn Laboratories, Inc	30	Preservaline Mfg. Co 7
	45	Rath Packing Company 45
Frick Company		Rogers, F. C., Co
		logers, r. c., co
Griffith Laboratories, The	16	Sayer & Co., Inc
Ham Boiler Corp	26	Smith's Sons Co., John E Second Cover
	18	Specialty Mfrs. Sales Co 26
	47	Stange, Wm. J., Co
	47	Stedman's Foundry & Machine Wks 32
Hygrade Food Products Corporation.	47	Stevenson Cold Storage Door Co 22
		Stokes & Dalton, Ltd 30
	26	Superior Packing Co 47
Iron Fireman Mfg. Co	5	Swift & CompanyFourth Cover
Jackle, Geo. H	30	
	22	Tobin Packing Co 47
		Transparent Package Co 3
	45	
Kennett-Murray & Co		Visking CorporationFirst Cover
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While every precoution ist abon to insure accuracy we cannot guarantee against the possibility of a change or omission in this index.

Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not ever 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Beef Man

Married man 42 years old desires permanent connection with live packer. Experienced salesman, shipping and stock clerk, beef man with knowledge of stock buying. References. W-650, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Position wanted by sausage foreman who can take full responsibility. Knows how to use large quantity of back fat. Expert in curing bacon and hams. W-652, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago,

Superintendent

Can operate medium or small plant on a profitable basis. Practical man with 20 years' experience. Willing to submit proof of ability. W-649, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

First-class bologna and sausage-maker wants position. Can produce full line and handle help. Excellent refer-ences. Will go anywhere. W-646, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Boiled Ham Expert

Boiled Ham Expert

Working foreman, now employed, wishes to locate up state New York. Can handle men, build up your business, correct your boiled ham problems, organise new boiled ham department and avoid costly mistakes. Married, reliable, age 37. Large or small plant. Excellent references. W-648, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Young working sausage foreman, German, with 18 years' practical experience making quality sausage and meat specialties, wishes connection with small or medium sized plant. Excellent references, W-654, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Spice Salesman

Experienced spice salesman, specialising in provision trade and covering Ohio, wanted to represent a reputable New York house. Good opening for experienced man. Salary plus traveling expenses. Must be highly recommended. Only experienced man need apply. W-653, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Equipment for Sale

Bookkeeping Machine

For sale, electrically operated Burroughs bookkeeping machine with proof tape attachment. Good working order. Cost new, \$1795. Will ship on approval for ½ price. Terms, \$50 per month. Apply Wilmington Provision Co., P. O. Box 1125, Wilmington, Del.

The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

Guaranteed Good Rebuilt Equip.

2—500-ton Hydraulic Curb Presses; 2—Meat Mixers; Sausage Stuffers; Silent Cutters; Grinders; 1—Alibright-Neil 2½'x's' Jacketed Cooker; 3—Anderson No. 1 Oil Expeliers with 15 H.P. AC motors; Bone Crushers; Dopp Scrapple Kettles; 2—4'x9' Mechanical Mfg. Co. Lard Rolls; 2—Jay-Bee Hammer Mills, No. 2, No. 3 for Cracklings; 1—No. 1 CW M.M. Hog; 3—Bartlett & Snow Jacketed Rendering Kettles, 6' and 10' dia; Meat choppers. Send for Consolidated News listing hundreds of other values in: Cutters; Melters; Rendering Tanks; Kettles; Grinders; Cookers; Hydraulic Presses; Pumps; etc. We buy and sell from a single item to a complete Plant.

CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York City

WATCH THIS PAGE FOR OPPORTUNITIES

Equipment Wanted

Miscellaneous Equip.

Wanted, beef killing hoist, tripe washer, hog casing cleaning machine, lard filling machine. Shaffer Packing Plant, Tyrone, Penna.

Business Opportunities

Packing Plant

For sale, complete packing plant in best town in Northwest. Livestock, mining, lumbering. Twostory building, brick, concrete. Four coolers, freesers, fully insulated. Kettles, dehairer, tanks. Doing fine business. \$15,000.00, 1/3 appraised value. Will consider partner. References exchanged. FS-651. THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sell or Rent Packing Plant

For sale or rent, small, fully equipped packing and sausage plant. Apply to H. C. Longcoy, Kent, Ohio.

SELL

Surplus Equipment

The classified columns of THE NATIONAL PROVISIONER offer a quick, resultful method of selling equipment you no longer need at negligible cost. Turn space-wasting old equipment into cash. List the items you wish to dispose of and send them in. THE NATIONAL PROVISIONER classified columns will find a buyer for them.



No key, nothing to unscrew. Just slip them in place and they stay there until you want to take them out, and that is just as easy.

A COMPLETE VOLUME

of 26 issues of THE NATIONAL PROVISIONER can be easily kept for future reference to an item of trade information or some valuable trade statistics by putting

NEW MULTIPLE BINDER

which is as simple as filing letters in the most ordinary file. The New Binder has the appearance of a regular bound book. The cover is of cloth board and the name is stamped in gold. The Binder makes a substantially-bound volume that will be a valuable part of your office equipment or a handsome addition to your library.

We want every subscriber of The National Provisioner to keep their copies in a convenient file and are therefore offering you this New Multiple Binder at cost. Send us your name and address with \$1.50, plus 20c postage, and we will send the Binder.

Send your order today, to

THE NATIONAL PROVISIONER

407 South Dearborn St. Chicago, III.

THIS IS AN ABC PAPER!

WHAT DOES THAT MEAN TO THE ADVERTISER?

The A.B.C. of Circulation:

O knowing advertisers, an A.B.C. paper means a publication whose advertising value can be authentically gauged through audited circulation reports . . . complete, concise A.B.C. reports.

Issued at regular intervals by auditors controlled and paid by the Audit Bureau of Circulations, A.B.C. reports reveal and analyze NET PAID CIRCULATION—the true measure of advertising value.

A.B.C. reports answer the three vital circulation questions: how much

is there? Where is it? How was it secured?

Before you buy space in this or any other publication. do two things. Make sure the publication is an A.B.C. member. (Space bought in a publication not a member of A.B.C. is at best a speculation.) Then, study the A.B.C. report. See how the extent and nature of the circulation meet your requirements. Now, you can buy—knowing that you are making a sound advertising investment.

We will be glad to send you a copy of our latest A.B.C. report. It gives you the facts about the circulation you buy in this paper.



THE NATIONAL PROVISIONER

An A. B. C.
Publication

A.B.C. = Audit Bureau of Circulations = FACTS as a yardstick of advertising value

FOR LARGER YIELDS AND LOWER COSTS OF PRODUCTION





RENDERING COOKERS

Superiority of both System of Rendering and Construction of Equipment insures largest possible yields and a minimum cost of maintenance and production. These are the advantages secured by the hundreds of users of ANCO Laabs Sanitary Rendering Cookers and Systems.

The ANCO Laabs Patented Rendering System insures complete sterilization of all edible and inedible products by the pressure period of operation. No crushing of the raw product is necessary with the ANCO System. All ANCO Cookers are made to operate with both internal pressure and vacuum, and great care has been taken in designing the equipment to make it both safe and economical.

LAABS PATENTS: United States patents 1,317,675, 1,578,245, 1,630,124, and 1,761,480; Great Britain, No. 253,952; Australia, No. 2,279; France, No. 617,978; Argentina, No. 26,749; Canada, No. 277,703; Uruguay, No. 2,234; Holland, No. 19,681; Germany, No. 511,131; Brasil, No. 18,817; Other U.S. and foreign patents pending.

THE ALLBRIGHT-NELL CO.

5323 S. WESTERN BLVD., CHICAGO, ILLINOIS

117 LIBERTY ST.

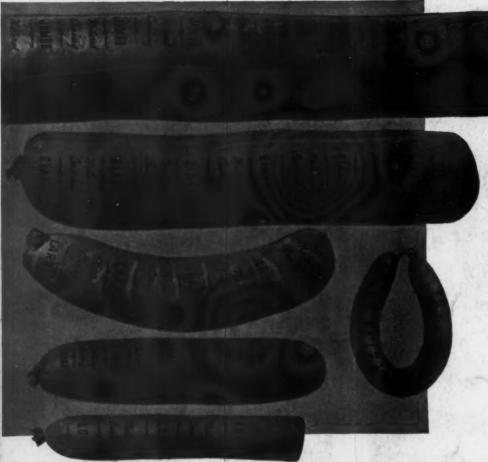
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value

5, 1939

832 FIRST NATIONAL BANK BLDG. HOUSTON, TEXAS 111 SUTTER STREET SAN FRANCISCO, CALIF.

There's a NATURAL CASING for every purpose ...



These six distinctive styles of bologna (left) illustrate the versatility of natural casings. Natural casings make possible similar variety in other types of sausage.

From top to bottom, the styles of bologna are:

JUMBO, in sewed beef middle, 5 feet long.

GIANT, in sewed beef middle, 2½ feet long.

LARGE, in beef bung, for platter service.

STRAIGHT, in sewed beef middle for sandwiches.

LONG, in beef middle, for serving with crackers.

RING (at right), in beef round, for serving hot with vegetable

Variety is the life-blood of a successful sausage business. Dealer and consumer preferences make necessary a wide selection of products. Natural casings alone can supply the containers for every type of sausage you produce.

Natural casings make better sausage, too! Experienced sausage makers know natural casings permit greater smoke penetration . . . make for highly appetizing flavor. Because the casing clings tightly to the sausage, it gives a well-filled appearance at all times.

For maximum yield, use Swift's Selected Casings. They're always uniform. fresh... and outstandingly fine in color. Call your local Swift & Compan representative today. He'll be glad to discuss your requirements.

SWIFT'S Selected CASINGS

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